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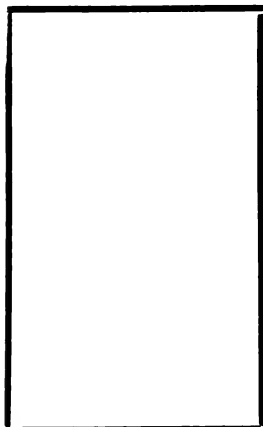
V. 49

Oct. 4, 1913

AMERICAN

SHOEMAKING

REMOTE STORAGE



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IS THE BEST AND MOST POPULAR
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We guarantee our qualities to run uniform, and to have an equipment and capacity to meet every demand.

If you are looking for rubber soles that will wear--LET US SEND YOU A SAMPLE PAIR OF REAL SOLES THAT WILL OUTWEAR ANYTHING YOU HAVE HAD.

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For all grades of McKay shoes, including
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Send for sample of our

SPECIAL DOUBLING

which enables you to use up all your light
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We make a specialty of single, double and
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DO YOU WANT A REAL "VELVET" FEEL?

**ARE YOU LOOKING FOR A DRESSING THAT WILL RE-
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If these are the results you wish, try our latest dressing.
We are receiving nothing but words of praise for it.

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AERICAN SHOEMAKING is an illustrated weekly magazine of industrial life and things practical in the world of shoemaking, dealing with its mechanics, methods, systems, its technical features and historical facts—a record of the doings in the field of operating shoemaking—a forum of opinion and discussion for shoe manufacturers, superintendents, foremen, students, and those interested in the shoemaker's art and his field of operations.

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APEX

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PREVENT

SOILED LININGS



Why scrape and rub after soiling—simply scattering the dirt—when prevention costs less than the attempted cure.

MEN'S, WOMEN'S AND BOYS' SIZES

SAMPLES FOR THE ASKING

J. K. KRIEG COMPANY

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The Keith System

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**—for sticking any sort
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on any kind of leather, wet or dry,
Oak, Union, Hemlock, Chrome,
Paraffined or Viscolized.



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to do the work in a sa-
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properly used.

IRVING L. KEITH
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CX

A WEEKLY JOURNAL OF SHOE FACTORY INDUSTRIAL LIFE AND THINGS PRACTICAL

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OCTOBER 4, 1913

NUMBER 1

THE WORKER'S FAIR SHARE.

We quote the following from the address of George W. Perkins, as it deals with a subject that is pressing for solution in nearly every manufacturing establishment.

“ ‘The Worker’s Fair Share’ has been a problem since the world begun, but it has changed very much as civilization has progressed and has crowded harder and harder for a solution as intelligence and Christianity have advanced. ‘The Worker’s Fair Share’ was a problem that existed when the expression that described the relationship between the man of capital and the man of labor was ‘owner and slave.’ It still existed when later on the expression was ‘master and man.’ It still exists in these days when the expression is ‘employer and employe.’ These very changes in the expressions used to describe the relations between capital and labor show that distinct progress has been made towards solving the problem of the worker’s fair share.

“One would think from much of the discussion of the day and many of the magazine and newspaper articles that are appearing that the problem of capital and labor is the result of the tariff, giant corporations, etc. In my

judgment this is not the case. These, in reality, are but minor causes. The main cause is directly traceable to enormous expansion that has taken place during the last half century in our educational system — a system divided into two branches, first, the education that comes from the public school, the university, the textbook and the lecture room; second, the almost broader education that has come to us in the last half century through the extraordinary improvements in methods of inter-communication, especially methods of inter-communicating thought and ideas; for, between steam, electricity and the wireless, the people in one community or one part of the world are now quickly and fully informed of the thoughts and aims of people in all communities and all parts of the world.

“You cannot spend a million dollars educating the youth without having a million questions to answer from the man, and I, for one, believe that practically all the questions crowding for solution today are thus crowding because of the culmination in our day of the various educational forces that have been at work throughout the civilized world during the last half century.

The Present Status.

"For years it has been the custom in this country for men who have acquired fortunes to give freely to some educational cause. They have acquired this capital in business. If the business paid dividends they pronounced it a success and were proud. Then when they invested part of their money in an educational plant of some sort, they were again proud of what they did. Now, have these men seriously thought of what their investment in the educational plant was to do, what kind of a product it was to turn out, what kind of a dividend it was going to pay? I very much doubt it, for if they had thought of it seriously, intelligently, they would know that there was only one kind of dividend they could get from an educational plant, namely, minds that were trained to think better, more logically, more accurately, more independently.

"The problem of the worker's fair share goes hand in hand with the governmental questions that are up for solution today, for it, too, is the product of our educational system. For instance, I firmly believe that we never can settle the wage question, the question of compensation for labor performed, or settle the strike question and whether or not there shall be strikers, by merely raising wages from time to time. Before laboring men had the advantages of our broad educational system, before they could think well, could reason well, they approached the subject of wages about like this: 'We are getting \$2 a day. We would like \$2.25 a day and we are going to strike for it.' And they did. When they got it, the \$2.25 looked good for a while and then they struck again in the same way for \$2.50.

Then the product of education and inter-communication began to get in its work, and now we have before us constantly demands for increases in wages, brought about because the laboring man feels that his wage, whatever it may be—whether it be \$2 or \$5—is not his fair proportion of the earnings of the business in

which he is engaged. He sees it flourishing and prospering continually, sees by many outward signs that the men who own the business are living better each year and getting richer each year, and nowadays when he strikes, it is for what he regards as a fairer proportion of the earnings of the business in which he is engaged.

The New Idea.

"Believing these conditions to be the basic ones, I was led a number of years ago to the conviction that we must adopt profit-sharing in connection with wages as a method of getting at the worker's fair share. By profit-sharing I do not mean bonus-giving or anything that smacks of gratuities or philanthropy. I believe in real genuine profit-sharing by which employes become partners: by which a given concern makes a complete statement of its transactions annually, showing its profits and losses, its output and all other factors entering into the success or failure of its business, and in this way permits labor and the public to know what the business is doing. I believe that wherever possible the general method of compensating the worker should be as follows: Say to the employes: 'It takes so much money to pay the fixed charges of this business for a year. You receive your wages as compensation for helping to earn the afore-said fixed charges. If, at the end of the year, said fixed charges are earned and anything is earned over and above them, then, in additions to your wages, you will receive a percentage of said surplus of earnings.'"

"Wherever possible this surplus should be distributed in the form of a security of some kind that is connected with the business in question, with the understanding that the security is to be retained by the employe for a fixed but reasonable length of time. This, you see, places the worker in the position of being an actual partner. He is drawing out of the business all the time a certain sum of money for his living expenses, in the form of wages, and leaving in the business his surplus earnings."

Factory Methods and Systems

"Records and Forms."

ARTICLE X.

By G. H. Foree.

In this series Mr. G. H. Foree, who is identified with the Hamilton-Brown Shoe Co., will not only write in detail regarding practical systems for all departments of the factory, but will also tell of those policies practiced by the largest shoe manufacturers in the United States, building up the mammoth successful enterprises which stamp their managers as real Captains of Industry.

(Continued From Last Issue.)

The quotations that most purchasing agents receive are confidential, and should be kept under lock and key. For that reason they should not be put on the catalogue index card, but should be kept in a book especially provided as shown in Diagram No. 3. The form below may be used in

changes in prices, etc. If this book is properly kept, it is an encyclopedia of information at all times.

The purchasing agent must receive a requisition before he can order anything. The form below is one that is most generally used. It is self explanatory.

In making a purchase, the pur-

QUOTATIONS

Article _____

Size and Quality _____ Quantity _____

Date	FIRM	Catalog File	Price	Terms & Discount	Freight	Time Needed for Delivery

Diagram No. 3 showing form to keep quotations, etc.

a card index or loose leaf if so desired.

Each page should be used for quotation on each article. On it are entered quotations from different firms, with terms, discounts and dates, when prices were made, etc. It also carries the file of each firm's catalogue and the page on which articles are listed. This is revised from time to time as the firm makes

chasing agent uses a form which he fills out in triplicate. Notice Diagram No. 5.

The original goes to the firm from whom the desired supplies are to be purchased.

The duplicate copy is kept by the purchasing agent as his record and is filed in the office.

The triplicate bearing the invoice number goes to the receiving clerk. It is a copy of No. 5,

excepting price, amount and matter below double line, which concerns receiving clerk only, are omitted. It is checked against

using a heavy piece of paper under the duplicate, cut so that the desired matter only comes in contact with the carbon.

REQUISITION

Gabralter Shoe Co., St. Louis, Mo.

Mr. _____
Purchasing Dept.

Date _____ 191 .

PLEASE ORDER THE FOLLOWING FOR

Dept. _____

QUANTITY	DESCRIPTION

Remarks: _____

Signed _____
Foreman Supply Dept.

Diagram No. 4 showing form condensed. Exact size 5½x8

Diagram 5 Showing Form No. 1. Reduced Size

the incoming invoice and against the supplies also, and then it is attached to the invoice and sent to the auditor or accounting department. The above omissions from triplicate are produced by

In the receiving department, books are kept on checking invoices with order, checking goods received with invoice order and making entry on purchase record.

In the supply department a card record is kept in which an entry of all receipts and an entry of all disbursements are made. A simple form of card can be

One card is used for each article kept in the supply department. On the top line is the name of the articles and the shelf on which it is to be found.

NOTICE

This Order Number is 9565

Rec'd Dept.**Invoice No. 3851**

No. 3

Date, Sept. 6, 1913.

GABRALTER SHOE CO., St. Louis, Mo.

From **EXCEL INK & SUPPLY CO.**

Address 1417 Olive St. **City** St. Louis, **State** Mo.

QUANTITY	DESCRIPTION
1 Brl.	No. 63 Excel Edge Ink
1 Gross	" 9 Blk. Repair Crayon
1 Gal.	" 8 Tan Edge Ink

For
Edge Making
and Packing
Depts.

Remarks:

Received the above O. K. 9-8

S. F. SEILER

Receiving Clerk

Check goods as soon as received and return this attached to invoice to accounting department.

DIAGRAM No. 7 Showing Form No. 3 in Reduced Size.

For Year Beginning.....191

Stock Record.....

GABRALTER SHOE CO.

[illegible]

"DIAGRAM No. 8 Showing Form of Stock Record Reduced in Size"

used that will act as a perpetual inventory that can be taken accurately at any time if properly filled in when supplies are received or given out. This is accomplished by using a card as shown in Diagram No. 8.

On the card there are columns provided for the entry of supplies on hand, supplies ordered, supplies received and supplies issued to departments on requisitions.

(To be continued.)

Shoe Manufacturing in Austria-Hungary.

By

Arthur B. Butman

Commercial Agent of the Department of Commerce.

Boot and Shoe Trade.

Imports of boots and shoes into Austria-Hungary were valued at nearly \$2,300,000 in 1911. This trade has shown somewhat remarkable growth during recent years in spite of the constant de-

velopment of domestic manufactures.

The following table gives the value of the imports of boots and shoes of leather or of part leather, including slippers and house shoes, during 1909, 1910, and 1911:

Countries	1909	1910	1911
Germany	\$490,245	\$793,121	\$1,404,151
Great Britain	88,102	165,445	399,707
United States	155,092	202,188	331,296
Switzerland	30,029	38,773	66,178
Belgium	406	13,195	33,089
Turkey	20,909	25,781	24,960
Italy	25,172	22,939	20,503
France	4,466	6,902	8,932
Other countries	7,108	6,902	7,917
Total	821,529	1,275,246	2,296,733

Export Trade.

The exports of boots and shoes, including slippers and house shoes, average about \$3,800,000

annually; the value of exports to the principal foreign countries in 1909, 1910, and 1911 is given in the following table:

Countries	1909	1910	1911
Great Britain	\$709,688	\$959,784	\$843,262
Germany	1,224,496	843,262	768,558
Italy	276,283	298,410	352,814
Russia	228,375	261,058	280,343
Hamburg free port	159,355	184,121	186,151
Egypt	199,955	221,067	185,136
Roumania	142,100	149,814	183,918
Denmark	155,295	124,236	159,761
Turkey	92,974	77,343	110,026
Switzerland	141,897	97,846	105,154
Netherlands	41,412	46,690	64,554
Belgium	98,658	78,155	61,509
France	88,508	89,929	59,276
Argentina	16,646	24,360	47,096
Servia	14,007	7,511	42,833
Bremen free port	82,012	77,140	42,427
United States	3,654	33,089	41,006
Persia	9,947	27,811	40,194
Bulgaria	18,067	12,383	25,375
Sweden	15,631	14,413	23,345
Australia	10,556	6,902	22,939
British India	106,575	39,788	18,067
Other countries	50,344	76,734	101,500
Total	3,886,435	3,751,846	3,765,244

As previously stated, the larger proportion of the exports is made up of hand-turned goods, and includes considerable quantities of fancy and evening shoes and slippers. Machine-made goods are exported in smaller quantities.

It will be noted that exports scarcely held their own during the three-year period, while imports increased about \$1,500,000. Manufacturers feel that the present customs duty on footwear does not adequately protect the machine-made shoe industry and there is some agitation for a higher tariff rate.

Customs Duties.

The present customs duties on boots and shoes of all kinds are as follows:

Boots and shoes weighing, per pair—	General tariff		Conventional tariff	
	Per 100 kilos.	Per 100 lbs.	Per 100 kilos.	Per 100 lbs.
	Crowns		Crowns	
More than 1,200 grams (2.645 pounds).....	100	\$9.21	70	\$6.44
More than 600 grams (1.3225 pounds).....	125	11.51	94	8.69
600 grams or less	145	13.35	106	9.76

For slippers of all kinds, regardless of weight, there is a conventional rate of duty of 70 crowns per 100 kilos (\$6.44 per 100 pounds). The conventional rates of duty are applicable to imports from the United States.

Foreign Shoes on Market.

Germany is the leading source of supply for foreign boots and shoes. Imports from the United States, however, are important and our trade shows rapid growth. Purchases from Great Britain likewise show an excellent advance, which is accounted for in large measure by the fact that certain British manufacturers, alive to the keen competition of medium-priced German boots and shoes with like products of Austrian manufacture, have placed medium-priced British goods on this market, and they are finding a wide sale. Prominent among such lines may be mentioned the "Correct" shoe made by J. Marlow & Sons, at Northampton, England. These goods are handled by the Amerikanisches Schuhwarenhaus, which

maintains retail shoe stores in the principal cities of Austria-Hungary and carries American shoes, including the "Walk-over" and "Soroosis," as well as products of British and domestic manufacture. The "Correct" shoe retails for 16.50 crowns (\$3.35) and is competing strongly with popular German and Austrian made lines at the same price. Among the higher grade goods of English make specially favored by the Austrian trade are the products of Crockett & Jones and Church & Co., Northampton firms. Goods manufactured by these two firms compete perhaps more keenly than any others with American-made articles of similar grade. Other English manufacturers rep-

resented include Crick & Co., Padmore & Barnes, and Jas. Southall & Co., all of Northampton, and T. Roberts & Sons, of Leicester.

Prices of Foreign Makes.

The average price in this country of men's English-made high-grade box calf or glazed kid bluchers or bals is 24 to 26 crowns (\$4.87 to \$5.28) per pair; finer grades sell at 27 to 32 crowns (\$5.48 to \$6.50) per pair. Shoes or oxfords of like leathers retail at 26 and 27 crowns (\$5.28 and \$5.48) per pair, and patent leather button boots with suede tops sell at 32 crowns (\$6.50) per pair. Women's English-made boots and shoes of high-grades in box calf or glazed kid with patent tip (a favored style) retail at 22 to 24 crowns (\$4.47 to \$4.87) per pair; finer grade glazed kid sells at 26 crowns (\$5.28, and patent kid or patent kid with suede top at 29 to 32 crowns (\$5.89 to \$6.50).

The retail price of German-made boots and shoes generally is considerably lower than that of English goods, 16.50 and 20.50

crowns (\$3.35 and \$4.16) per pair being popular prices for both men's and women's lines in all leathers and styles. It should be stated, however, that the usual grades of German-made footwear are lower than the English in value as well as price.

The better grades of machine-made footwear turned out in Austro-Hungarian factories correspond to medium grades manufactured in the United States. This class of goods is usually sold at the same price as asked for German and lower-grade English lines—16.50 crowns (\$3.35) per pair.

C. F. Bally & Co., Swiss manufacturers, do a considerable business here in high-class street shoes for women as well as turned fancy lines. The former in glazed kid with patent tip sell at 22 to 26 crowns (\$4.47 to \$5.28) per pair for boots and 20 to 22 crowns (\$4.06 to \$4.47) for oxfords.

In each instance in which prices are quoted, whether the boots or shoes are of English, German, Austro-Hungarian, or Swiss manufacture, they are built on lasts of American shape and conform as far as may be to American-made products. A prominent shoe manufacturer in this country stated that in order to dispose of his output to advantage he is forced to stamp the shoes with a registered trade-mark in English.

The terms on which shoes are sold to retail dealers by manufacturers vary considerably; 30 days with 2 per cent discount or 4 months' net are usual, although the writer has been told of 60 days, 5 per cent discount, and 9 months' net being allowed. English and German exporters allow in some instances 4 to 6 months' credit, which practice tends to increase their sales in this country.

Market for American Shoes.

The requirements of the Austro-Hungarian customer as to styles and sizes differ little from those in the American trade. Weights, however, should be light and widths largely medium and wide; this applies to both men's and women's articles. Glazed kid, box calf, Russia calf, and patent

leathers are all salable, though probably more glazed kid goods are sold than any other, and the larger proportion in blacks.

Dealers in Budapest state that if American manufacturers would allow the same terms as the German, or even grant 60 or 90 days, American boots and shoes might lead the trade in this part of the country. I was further urged to cite the advantages of Budapest as a distributing center for American leather and boots and shoes for both the Hungarian trade and that of the Balkan States. Freight, duty, and all expenses from the United States to Budapest average 25 cents per pair on women's shoes and 30 cents per pair on men's shoes.

Genuine American-made high-grade footwear for men is sold in Austria-Hungary at 24 to 36 crowns (\$4.67) and certain finer lines at 40 crowns (\$8.12) per pair. Retail prices for women's American goods of corresponding high grades are 23 to 26 crowns (\$4.67 to \$5.28) per pair; finer lines are priced at 28, 30, and 32 crowns (\$5.68, \$6.09, and \$6.50), and a certain make of medium grade sells in all styles at the uniform price of 22 crowns (\$4.47).

If it were possible to place on this market good-wearing American-made shoes for men at a price corresponding to that at which the English-made "Correct" shoe is sold, orders to the United States would, it is stated, be greatly increased. It is doubtful, however, whether American manufacturers can afford to do this, owing to the higher cost of manufacture in the United States and the steady high prices of leather.

Considering the comparatively high prices at which American footwear is sold, the terms American manufacturers usually offer foreign dealers, and the distance goods must be shipped, it seems that the United States may justly feel gratified with the growth of its trade in Austria-Hungary. The main cause of this growth is the acknowledged superiority of American boots and shoes in fit and finish.

Standardizing Shoe Patterns

Cost of Equipment, Die Cutting.

ARTICLE VI.

In addition to the saving shown on the number of dies required the manufacturer is also enabled to use the die for vamp on low shoes.

John E. Lawton

Women's 14 button boot, 6 inches high, three-quarter foxed, plain and press vamp, and tip.

1 inch leather top facing, half sizes, 2-8.

13 sizes each part when half sizes.

7 sizes each part when whole sizes.

Patterns	Pieces	Standardized System		Gain
		Dies	Dies	
Large quarter	13	26	26	00
Large Quarter Lining	13	13	07	06
Small Quarter Lining	13	13	07	06
Small Quarter, (out.)	13	26	26	00
Button Fly	13	26	02	24
Button Fly Lining	13	13	01	12
Button Fly Filler	07	07	01	06
Button Support	07	07	01	06
Plain and Press Tip	14	28	05	23
3-4 Foxed Vamp, Pl. and Pr.	26	52	26	26
Heel Foxing, Pl. and Pr.	26	52	04	48
Leather Top Facing	13	13	05	08
Vamp Doubler	07	07	03	04
	178	283	113	169

This table shows the number of dies under the old method of equipment.

Women's Polish Boot, to use same Vamp and Tip, etc.

Patterns	Pieces	Standardized System		Gain
		Dies	Dies	
Outside Quarter	13	26	26	00
Lining Quarter	13	13	07	06
Eyelet Stay	13	07	01	06
Eyelet Support	07	07	01	06
Tongue	03	03	01	02
	49	56	36	20

Women's 4-Button Oxford; three-quarter foxed, Plain and Pressed vamp, and tip, as usually made.
 Sizes 2 to 8, half sizes.

Patterns	Pieces	Standardized System		
		Dies	Dies	Gain
Large Quarters	13	26	26	00
Small Quarters	13	26	26	00
Lining: Vamp	13	13	03	10
Small	13	13	00	13
Large	13	13	13	00
Button Fly Lining	00	00	01	00
Button Support	02	02	01	01
3-4 Foxed Vamp, Pl. and Pr.	52	104	00	104
Heel Foxing, Pl. and Pr.	52	104	00	104
Tip, Plain and Pressed	14	28	00	28
Vamp Doubler	07	07	00	07
	192	336	70	267

Women's Lace Oxfords, same vamp, etc.: new system, will use Small Quarter and Lining: button Oxford pattern. Showing a gain of 26 dies over old way equipment.

In addition to the saving shown on the number of dies required the manufacturer is also enabled to use the die for vamp on low shoes. This is something not possible heretofore.

The small quarter button, will make as a lace oxford tie, small lining made for this combination, button and oxford; boot vamp and tip, etc.

Standardizing Shoe Patterns.

Some Queries Answered—Different Style Lasts and Same Pattern.

How can you cover with the same pattern for upper, two lasts that are so radically different, both in length on size stick and shape of toe, also spring of toe: one last has medium wide round toe, good toe spring, and will stick on size-stick half size long, i. e., size 4, and will read on stick 4 1-2. The other last has pointed toe, receding toe, not so great a toe spring as the wider toe last. The pointed toe last will measure size 4, last 5 1-4 sizes, one and one-quarter sizes longer than mark on last, and 3-4 of a size longer than other last?

When testing out the model pattern, the trial on the medium wide toe is first settled. When this last is covered and pattern approved, then the trial for the receding toe with less toe spring is cut with the following changes on the tip setting.

The tip punch holes on vamp are set one-eighth inch lower

than on the vamp for the short last. This will give a tip of right proportion when shoe is lasted. Apart from the change on tip, the shoe will cut exactly as for the other last. The extra length of last at toe requires that the tip be set further ahead to avoid too long a tip on shoe.

This is an old idea and has been practiced for years by many superintendents and foremen. Always keep in mind that your outfit of lasts are standardized, or nearly so. When we say lasts are standardized we do not mean simply that they are pronounced as such by each and every last maker you buy from, but we mean that all your lasts are alike from the ball part of the last back to the end of the heel.

Right here we wish to call the attention of the trade to a grievous mistake that many manufacturers are making when ordering lasts, like those the shoes

have been sold on. Some agent, representing another last maker, tries to get the order by quoting a lower price. Too often the one placing the order, is swayed by the lower cost price rather than by the quality of workmanship and accuracy in measurement, etc. This class of buyers fail to realize that although all last makers use the same kinds of lathes for turning lasts, there is a vast difference in the results as the last comes from many of them.

It has been frequently noted that lasts copied from the same shoe or last, differed when made by different last makers. Now, it is good judgment to leave it to your last man, who has given time to study the conditions that surround you, and who has produced the last that has brought you the order, perhaps was the means of your trying out this particular last, etc.

The last man is your doctor. He knows better than a stranger just what your conditions need; trust to him and he will pull you through.

What do we mean when we say standardized lasts?

We mean lasts that are alike from the ball part back to the end of the heel.

How can we get our lasts standardized?

First select a last from your outfit that has proved to your satisfaction, both as regards fit and selling qualities, to be O. K. Having selected the last that will act as a center, or foundation, call up your last man, tell him that you are going to standardize your line of lasts and that you wish to have turned from the model of the last selected by you, say ten copies, right foot, to serve as models.

These lasts are exactly like the last you pick as a winner. When a different toe is wanted simply instruct your last man that you want that toe on your body. This is done in the following manner: The style toe desired is copied and finished on a right foot model last; then at a certain distance back from the end of the toe the model toe is cut from the body of

this last; this, too, is attached to the body of the last selected as standard; the toe-spring, length, etc., are figured out correctly.

This method gives the only manner in which you can truly say that the lasts in your outfit are standardized, as each and every last in your outfit is turned from and has the identical body of the original last picked out for that purpose.

Again, another detail that often escapes the attention of many managers is the outline of the innersole that goes into the outfit. When carefully followed through, you can take all your innersoles and stack them up in a bunch. They should all be the same from the ball back through the heel. The advantage to a sole leather room with this condition will appeal to any experienced man at a glance.

Before we can hope to get the best results in our patterns and uppers, we must have the lasts, which are the foundation of all shoes, come somewhere near alike on the body part. As the cost is no more to the manufacturer, he may as well get into the right way of making shoes.

Many times the same innersole will answer for more than one last. This is planned before outfit is ordered. When your lasts are standardized correctly, the only change required on your upper patterns will be some slight change on the vamp, perhaps a double set of tip punch holes (on vamp), a different set of tip patterns for the extremely wide toe lasts. This one set of patterns will cover all your lasts when you bring the conditions right.

Remember it costs you no more for equipment on a scientific basis than if you fit up haphazard. On the question of lasts, and on the item of patterns, or dies for cutting room, the saving is worth noting, to say nothing of the increased benefits derived from having the shoes run more uniform and even, than is possible the old way, and increased profits in the cutting room.

When a different style toe is wanted, pick the toe, have it put

on one of your own model lasts, and insist that this be done if you wish to win out; then you know positively that your lasts are alike.

(To be Continued.)

ADHESIVES IN SHOEMAKING.

An adhesive introduced in shoe factories is melted tar for holding the shank-piece to the insole in place of the usual tacks. Tacking the shank-piece in welt shoes must be carefully done, so as to rivet the ends of the tacks against the heel-plate. Very short tacks are used for fastening the end of the shank-piece over the forepart, but these short tacks do not go clean through the insole, and not being riveted, are liable to come off during the process of rough-rounding. Using an adhesive, like tar, offers many advantages over tacking, especially in welt shoemaking. Tar, properly applied, will hold the shank-piece in position, not only during the making of the shoe, but during wear as well.

The cheapest adhesive is paste, extensively used in making heels—although we have cemented heels. The difference between the cemented and pasted heel is marked at the time of making, and for a short time thereafter. When freshly made, the cemented heel is superior to the pasted heel, but in due time the pasted heel hardens and improves with age, while the opposite happens with cemented heels, as the cement evaporates and the whole heel deteriorates in quality. A cemented heel has a better appearance than a pasted heel, but the writer prefers the former to any other on account of its quality that time cannot destroy. Paste is quite extensively used in turn shoes, for reinforcing the bottom and for holding the leatherboard filler to the sole. When used in large quantities, the sole will stand up better after the shoe is all made.

If paste is to be used for that purpose the tacking of the sole to the last must be done with care. The tacks must not be too large nor too many applied, as

the perforation through the sole will allow the paste to come through on to the bottom at the leveling operation. This paste will glaze the sole at buffing and will destroy the cutting properties of the sandpaper. The same is true of the lasting tacks that should never be driven way through the sole, as the distinct tack perforations all around the sole are detrimental to proper bottom finishing.

The sticking qualities of hot wax mean everything for the duration of the seam, especially so in regard to the outsole seam. When the leather is dry, the wax will stick better than when it is wet. But when the thread is in temper the wax will penetrate better than in absolutely dry thread, and hot wax should go through every fibre. Cement is used not only for channels, but also for uniting the half-sole to the outsole of welt shoes. The cement is applied in the evening and the soles tempered, when they are in readiness to be united. When not properly cemented, we have edges that are liable to open up, and then the quality of the adhesive should be investigated, especially when edges of heels open up.

Adhesives are giving most trouble today at the toe-part. The box toe must be rigid and still yield to pressure. When the adhesive is of the right kind the box toe will stand up well. It is difficult to get an adhesive that will both yield and not crack, or drop off. In the case of channels, the lip must be rubbed down only once, as the second rubbing will disturb the cement, which will roll and become worthless for the purpose for which it was intended.

The question has been raised whether or not adhesives should be applied to both sides of a counter. The vamp then would stick to the counter as well as the lining. The writer has noticed that high-grade shoes are united at both sides of the counter, and the heel-seat made before the adhesive has a chance to dry. The great objection to applying ad-

hesive next to the vamp itself has been overcome by lasting the heel-seat quickly. When dry, wrinkles will be eliminated with great difficulty. The counter is never too strong, and applying adhesive to it, is about the best and cheapest way of reinforcing cheap quality counters. The appearance of the vamp will be improved thereby and will require very little treeing.

We need the best adhesive for holding the canvas to the "gem" insole. When the canvas rips at the welt sewing operation, it is not inefficiency of the adhesive that should hold the canvas solidly united to the sole. If you will notice the canvas rips where it is puffed away from the sole from lack of adhesive, or from poor quality of the adhesive. Some people are under the false impression that rough surfaces can be held better together than perfectly smooth surfaces. A rough surface will take in more adhesive, but even then will not accomplish as much as a smooth surface, to which an even layer has been applied. The reason for this is plain enough, as the rough or uneven part will tend to raise the other part away, and, as before stated, once set, no satisfactory results will be attained if the point of unison is disturbed in any way.

In the stitching department a special cement is used and opinions differ as to the advisability of uniting the vamp seam with cement before stitching, or simply rely on the operator to guide the work with the proper lap. When any seam is cemented positive results are easier attained than otherwise, but the needle will heat up under the high speed of the machine and will either break or bend from that cause.

THE CLICKING MACHINE.

There seems to be among cutters great opposition to clicking machines, and wherever they are introduced cutters who are working by hand refuse to run the same, and the manufacturer is often compelled to go elsewhere for his help. Why this should be

so is a mystery to me, for, with the number of clicking machines in use in the United States at present, it seems to be just as hard a proposition to get hand cutters as it ever was before they were introduced, and the only disadvantage I can see in these machines is the jar from the same, and why the cutters should object to this any more than other operators throughout the factory, who have to work upon machines that jar as much, if not more, I cannot understand. In fact, the cutting machine is one of the most useful machines ever introduced into the shoe trade and useful in more ways than one. It enables the manufacturer to produce more shoes in less space. It enables him also to produce a perfect shoe so far as shape is concerned.

With the hand method of cutting, there has always been more or less trouble, caused by cutters using the wrong patterns. This is entirely done away with by the use of the clicking machine, as sizes and widths are all cut upon the upper by the machine, and it is practically impossible for the cutters to impose upon the manufacturer by such methods. Not only does the manufacturer gain in output and cost upon his shoe, but, as mentioned before in this article, he gets a perfect shoe, and this is one of its greatest advantages. In the fitting room, where the upper is put together, one can gain a great deal of time, get a great deal better work, and have very little trouble in making uppers cut upon clicking machines.

—Lasting machines operating on unlined shoes give less trouble than when operating on lined ones. The reason is obvious—the pulls being all uniform will strain uppers, regardless of the variance in the fitting qualities of the lining or of the cheaper quality upper in a given case of shoes. A manufacturer making unlined shoes will last at less cost and with the minimum of trouble and will give the wearer a most comfortable shoe.

EFFICIENCY ENGINEERING IN HEEL AND COUNTER MAKING.

In heel and counter factories efficiency engineering may be applied with excellent results. A working illustration is found in the Harwood factories, Bowler street, Lynn, Mass., in which are located the Harwood Counter Co., the Renton Heel Co., and the Lynn Grease Extracting Co., three allied firms, carried on under the direction of the Harwoods.

The factories stand on an eleven-acre plot, bordering on Lynn Woods. They get the very best natural light and air. These advantages are proving valuable. Observation shows that the health of the workers has increased, and they have gained in weight, since the new shop was occupied. This improvement is accredited to the good supply of light and air, and, also, to the general facilities of the shop. Health is energy, and leads to good workmanship. Health is also wealth. Progressive shops now are benefiting from the advantages of good air and good light, just as progressive shops of 50 years ago benefited from machinery.

All the work benches and the machines in the factory are placed side to the window, each bench, or machine, at a window. The counter moulding machines are an exception. They are placed back to the window. In every case, the worker gets light over his shoulder. He doesn't get the light in his eyes as is commonly the case when his bench or machine faces the window. It falls on his work. That's the best kind of light for the eyes. It is conducive to good workmanship. In the Harwood factories the workers stand well away from their work, and suffer no eye strain. Good eyesight means good work, of course.

The heel building department of the Renton company is on the top floor of the factory. It extends in a straight and unbroken course for 350 feet, or the entire length of the factory. There's no shafting or machinery in the room. Each work bench is side to the window. Each girl at the benches has a chair, and may stand or sit at her work. The change in position, which is made a number of times during the day, is restful and adds to the comfort of the workers.

The paste basin is attached to the front of the bench, directly in front of the heel building machine. The worker has her entire bench free for stock. She builds a heel in a continuous motion, which reduces the movements of the hands to the fewest possible number. She doesn't have to reach across the bench for paste. It's a small but very important part of efficiency engineering, this saving of the movements of the hands. It doesn't amount to much

in a single instance. But in the work of day after day it runs up into the millions.

Labor saving and producing improving methods are practiced on a large scale all over the factory. The power plant, a model of neatness, develops 200 horse power, steam. The steam is made into electricity in a turbine generator. The electricity is used for driving machinery and for lighting the factory. On dark winter afternoons the factory is flooded with light, not one light at each machine, but lights all over the work-rooms. There are no dark spots of shadows in these workrooms.

Shafting, pulleys and machines are very accurately aligned. The machines run at a very even speed. There's no vibration in the work-rooms. The factory is of extra heavy mill construction. Not even the counter moulding machines jar it. There's a place for everything, and everything is kept in its place. Stock moves in a straight course from the cutting to the shipping room. Each operation is closely connected with the next. No accumulations of stock are permitted any more than trains are permitted to accumulate on the same railroad track.

The factories have been inspected by the state police, who have issued a certificate approving of them, and declaring that they conform to the state laws in all respects. That's a high testimonial, for the state police issue only a few of these certificates.

The factories have their own volunteer fire department, made up of employees. At a given signal all employees leave the factory as children leave school in the fire drill. The automatic sprinklers are connected with a high and low pressure service. There's a fire alarm system within the factory. Extinguishers are about the factory. All the garbage cans are of metal and are covered. These precautions against fire secure a low insurance rate and protect employees.

Each foreman has his own private office in his own department. It has a telephone. The system of the factory is worked out in such thorough detail that foremen are able to give most of their time to improving their departments. They rarely have faults to correct, or tangles to straighten out.

There are machine shops within the factory, for repairing the machines. All of the wash stands are supplied with running hot and cold water. One man is responsible for the cleanliness of the wash stands and the toilets, and he keeps them very clean. Drinking water is supplied from sanitary bubble-style fountains. Coat rooms, in which employees may hang street clothes, are provided for all employees. There is a reading and rest room for wo-

men. A general lunch room is maintained.

The surroundings of the factories are kept like a park. The roads are broad and well graded. The lawns are as smooth as velvet. There are plots of flowers and shrubs. Fifty shade trees were set out this spring. On the easterly side of the factories is a big field for baseball and other sports. It is much used by employees. On the westerly side of the factories is Lynn Woods, the best of Lynn's parks. So the factories are assured of plenty of light and air for all time to come.

In these Harwood factories, the work is carried on very comfortably and efficiently. Just how production costs figure, and how wages in the new shop compare with wages in the old shop, are not known. But it is very apparent that the firm is pretty much pleased with its new factories, and that the employees are pleased, too. The biggest gain is, perhaps, the public gain which is had through the general improvement in the health of the workers, and the general advance in standards of manufacturing and in standards of living. To work in the Harwood factories is to work in a fairy land, in comparison with some of the factories of sweat shop days that are passing.

MANUFACTURES IN PHILADELPHIA.

Naturally, the manufacture of boots and shoes is one of the oldest in the State. It is known that there were shoemakers, or cordwainers as they were known then, and even until centuries ago, in Pennsylvania, as early as 1698. Indeed, it is probably safe to conjecture that there were makers of shoes here before that time. In 1899 Pennsylvania held fifth place in shoe manufacture among the States in the country, and in 1909 it had fallen to sixth place. This was not due to the falling off in the industry, as has been shown by the steady percentage of increase, but due to the fact that other States had increased faster and thus had forced Pennsylvania back one place in rank.

Philadelphia manufactures the higher grade of footwear, and in this specialty stands near the top of the production in the United States. There is also a great quantity of cheaper grades made here, but the rule is for the better qualities.

Probably no better indication of the inroads the motor-driven vehicle has made on the horse-driven wagon can be given than by the dropping off in the last ten years of the value of the harness manufacture in Pennsylvania. In 1899, 450,352 sides were used, valued at \$2,491,722, while in 1909 the sides used were something more than half as many,

or 257,044, valued at \$1,960,659. The hides used in automobiles and carriages in the same time increased from 42,000 in 1899, valued at \$479,253, to 83,836, valued at \$591,890 in 1909.

Fifty years ago the manufacture of trunks, pocketbooks, etc., in Philadelphia had an annual valuation of \$215,000, and those figures stood near the head for the industry. For 1909, however, this industry, or rather industries, for they are not usually connected, the annual product was worth \$3,994,000. In the census bulletin of 1909 there is no separation of these industries. They are combined under the single head of leather goods. Consequently they will have to be treated together. In the ten-year period, between 1899 and 1909, the industry showed a healthy if gradual growth. In the former year there were 134 establishments in the State, and these had an annual product valued at \$3,998,004, while in 1909 the yearly product was worth \$5,824,000. Consequently there had been an increase in the business of about 27 per cent in the period mentioned. In 1909 the establishments engaged in these industries numbered 156, indicating the increasing demand for these goods.

SHOES.

Shoes are worn by horses, mules, autos and human beings, except those in the immediate vicinity of the equator. They are made of leather, iron or anything else that hurts the feet. The object in making them is to cause pain and make profit. Everybody who sells shoes makes booties and booties of money, rides around in a big touring tour and snickers at guys hoofing it.

Shoes look nice about one week, and don't feel comfortable until they are worn out. Young ladies like them because they are an excuse for wearing thin stockings. Makers of socks rejoice because shoes wear 'em out so quickly.

Shoes are loved and ruined by boot-blacks; hated by cats and newly wedded pairs, abhorred by young boys and scorned by Isodora Duncan. Shoes may be seen anywhere, under beds, on chandeliers, tied to cabs, or resting at night and last on in the morning.—Boot and Shoe Recorder.

THE NINE O'CLOCK BRAND.

The "Nine O'Clock" brand is the name of a popular line of children's shoes made in St. Louis, Mo. These are made by the George F. Dittman Boot & Shoe Co., and have been on the market only three years, during which time the capacity of this factory has been doubled. It is estimated that about 200,000 pairs of these shoes are worn by the children of St. Louis alone.

USMC

NAILS

**A Wire Nail adapted
especially for Hand
or Machine Heel
Building.**

In designing this nail we have combined the good features of various nails heretofore used, the result being:—

1st. A **UNIFORM NAIL** that can be used to advantage for all kinds of heel building, either hand or machine.

2nd. A **COUNTERSUNK HEAD** of such proportions that it will hold on soft, fleshy stock, and not so large as to act as a target for the heel attaching nails, thereby causing the latter to run.

3rd. A **COUNTERSUNK HEAD** to drive flush, reducing wear on Compressor dies. (In machine building, the drivers should be adjusted or fitted to drive flush. If too short, the head of the nail protrudes; if too long, the head of the nail is buried).

4th. A sharp diamond point, less liable to run at brands and joints. An easy straight driver.

5th. A point that will clinch readily, doing away with the necessity of one-half ($\frac{1}{2}$) eighths; eliminates confusion and reduces stock.

6th. AN **EASY DRIVING** nail, resulting in the greatest count practical to a package; an economical nail to use.

Furnished either in packages weighing approximately 5 lbs. or in standard packing (12 pkgs. in a box) as desired.

United Shoe Machinery Co.

Sales Department

BOSTON,

- - -

MASS.

New Patents in the Trade.

What They Are About and the Claims Made for Them.
Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information regarding which may be had through application to the office of American Shoemaking.

Removable Tread for Heels—No. 1,074,070, to Richard Steinpach!

Heel Breast Buffer—No. 1,073,349, to Herman G. Bendix.

BUFFING MACHINE FOR PARTS OF BOOTS AND SHOES.

No. 1,073,288.

Letters patent have been granted David N. Robertson on an invention which has for its object an improved buffing machine by means of which parts of boots and shoes, such, for instance, as toe caps and counters

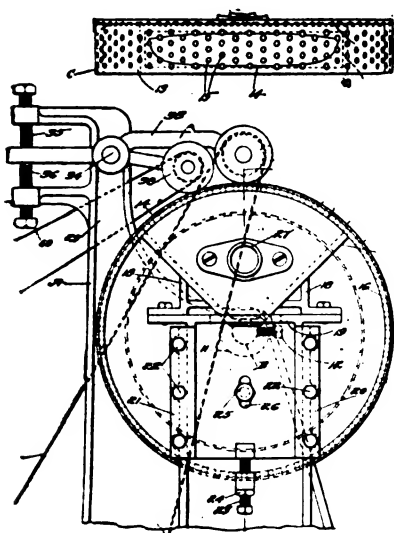
corners are not broken off, but the work is left intact, smooth and well finished.

Another important advantage of the invention has to do with the fact that in manufacturing these goods, it is frequently desirable to bevel the edges without reducing the thickness of the center of the piece. By cutting the cavity in the matrix of this machine deeper than the thickness of the finished piece this may be accomplished by the use of this machine as the air pressure presses the piece of stock to the bottom of the matrix and the operating tool does not touch the work except at the edges.

LASTING STRIP.

No. 1,073,570.

Letters patent have been granted William Bottomley Keighley on an invention, one object of which is to provide improved means for temporarily attaching the upper to the insole of a shoe, which means shall be capable of being bent to conform to the outline of the part to which it is applied, and which shall be free



from the objections characterizing the tacks customarily used for the same purpose.

It is also desired that this particular lasting strip shall be of such a construction as to be easily and completely removable after the stitching operation.

In the drawings this improved lasting strip is shown as consisting of a body of flexible strip material, such as thin steel ribbon, formed as indicated, of an elongated stamping having a series of substantially semi-circular or other suitably formed indentations or scallops along one of its edges, between each of which is a relatively sharp point. The opposite edge of the strip is usually

being presented to the buffing wheel. It results that the finished work is not marred or scratched, and the may be buffed and finished after being skived.

In this machine, the pieces of stock are held in place in the matrix by causing a partial vacuum underneath the stock so that it is pressed firmly in the depression in the matrix by air pressure, while it is

WINSLOW BROS. & SMITH CO.

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TANNERIES: NORWOOD and PEABODY, MASS.

BOSTON NEW YORK CHICAGO ST. LOUIS
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formed with a series of semi-circular projections, each preferably opposite one of the recesses, and it will be noted that the construction shown is such as to permit of the formation of a number of strips from a sheet of the material without any loss thereof, the recesses being complementary to the projections. Said strip is then formed by suitable machinery so that its body portion, which consists of the projection, lies in a plane substantially at right angles to that containing the points so that owing to the peculiar formation noted, as well as to the thinness of the material, this strip is extremely flexible.

Under conditions of use the lasting strip is mounted around the edge of an insole after this with the upper of a shoe has been mounted upon a suitably supported last, said strip being fastened by pitch or other suitable adhesive to the "between substance" in the case of welt insoles and turn soles, or near the edge of the insole in the case of McKay insoles. It is, of course, obvious that the lasting strip may be held by tacks, fine wire or staples passing through holes provided with any desired form of integral projections as shown. Such projections are preferably in the form of punched out tongues extending at right angles to the plane of the semi-circular projections.

After the lasting strip has been applied to the insole as above noted, the edges of the upper are drawn over the edge of the insole and are caught or hooked on the projecting points of said strip. The shoe is then sewed to permanently connect the insole and upper, either with or without a welt, as the case may be, after which the flexible metal strip may be removed and again used or discarded as desired, though in certain cases it may be allowed to remain in position, under which conditions its points would properly be turned down.

While the tongues of that form of the invention shown firmly hold the flexible strip to the leather of the insole, they are of such a nature as to permit of said strip being easily removed if this should be desired after the stitching operation has been performed.

MARLBORO NOTES.

—Alex Berry, paymaster in the Rice & Hutchins Main street factory, is visiting relatives and friends in Nova Scotia. George Berry, assistant superintendent of the Middlesex plant of the same company, is also in Nova Scotia for a two-weeks' stay.

—Timothy McCarthy, foreman of one of the departments of the Mould Shoe Co., Pepperell, is enjoying a few days' vacation at home.

—The C. J. O'Keefe Shoe Co., Marlboro, are turning out about 150 dozen pairs of shoes per day.

—Miss Katherine Gatley of Marlboro, who is forelady in the T. G. Plant Shoe Co., Jamaica Plain, is visiting points of interest in Washington, Baltimore and Old Point Comfort, Va. She is accompanied by several friends.

—James Homen, foreman of the sole leather department of the Prouty Shoe Co. of Spencer, Mass., is spending a couple of weeks at home.

—The Ashby-Crawford Shoe Co. has commenced stock-taking for the coming season.

WARNING!

Boot and shoe manufacturers and others are hereby notified that the purchase and use of any rubber device for the protection of the edges or bottoms of boots and shoes, similar in character to the Novelty Edge Protector, manufactured and sold by us will constitute an infringement of our patent Number 1,041,830, Dated Oct. 22, 1912, and that all necessary steps toward the protection of our rights will be taken.

All orders for Novelty Edge Protectors or modifications of the protector, as at present made, should be negotiated directly with the Company.

Novelty Selling Co.,

688 ATLANTIC AVE.
BOSTON, MASS.

Fancy Shoe Buttons

OF ALL KINDS

MANUFACTURERS and IMPORTERS

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Brockton and South Shore.

Trade Notes, Personals, Etc.

—Forest Nickerson Vincent, advertising manager for the Emerson Shoe Co., of Rockland, was married last Saturday night. His bride was Miss Dorothy Blanche Lyon of Hingham. They will make their home in Brockton. Daniel S. Howard, president of the Emerson Shoe Co. of Rockland, was one of the ushers. Mr. Vincent is a member of the Pilgrim Publicity Co., Boston Press Club, Brockton Country Club, Nunc-katesset Canoe Club, Old Colony Shoe and Leather Association, Union Glee Club of Rockland, Paul Revere Lodge of Masons of Brockton.

—At the meeting of the Brockton Association of Superintendents and Foremen, held Friday evening of last week, arrangements were made for the open house to be held during the four days of the Brockton Fair, which is their usual custom. One application for membership was received.

—John P. Buckley, a shoe worker in one of the shoe factories of Brockton, has been nominated as a candidate for state senator on the Democratic ticket, at the primaries held last Tuesday. He is now serving his second term as a member of the House of Representatives.

—George Bagnall, foreman of the dressing room at the No. 3 factory of the W. L. Douglas Shoe Co. in Brockton, is confined to his home by an injury to his leg.

—Frank Manning, a shoe worker at the factory of the E. E. Taylor Co. in Brockton, was nominated as a candidate for representative on the Democratic ticket at the primaries. He is now serving his third term as a councilman of the city. At the time he was elected to the city government, he was only twenty-one years of age, having cast his first vote that year.

—The following men, or firms in Brockton, or other shoe centres, have paid sums ranging from ten to one hundred dollars premium, for private boxes at the Brockton Fair: Charles Howard of the Howard & Foster Co., Fred F. Field of the F. F. Field Co., Brockton Rand Co., John S. Kent of the M. A. Packard Co., George E. Keith, Eldon B. Keith, of the George E. Keith Co.; George Churchill of the Churchill & Alden Co., F. W. Filoon of the V. & F. W. Filoon Co., Gordon & Berman, Zenas W. Lewis of the Superior Polish Co., Laird, Prior Co., Horace A. Keith of the Brockton Webbing Co., T. D. Barry Co., Puritan Counter Co., all of Brockton; George W. Brown of the United Shoe Machinery Co., Baum Leather Co., Bristol Patent Leather Co., Pfister &

Vogel Co., American Hide & Leather Co., United States Leather Co., Richard Young, Walter Rapp, Farnsworth, Hoyt & Co.; George O. Jenkins. Charles Howard of the Howard & Foster Co. is president of the Fair Association.

—On account of the rush of business, the W. L. Douglas Shoe Co. of Brockton will only be closed one day during the big Brockton Fair. It has been their usual custom to close down two days.

—The M. A. Packard Co. of Brockton, who recently leased three floors in the new eight-story brick factory at Brockton Center, have placed a new attractive sign on the side of the building facing the depot. It reads: "M. A. Packard Co., Factory No. 3."

—James Porter has accepted a position as foreman of the finishing and dressing rooms at the factory of the Cleveland Shoe Co. in Rio Janeiro, Brazil. For the past two years he has been foreman of the finishing room at the factory of J. M. O'Donnell & Co. in Brockton. Last Friday the employees of the room presented him a steamer trunk. His family will accompany him.

—Shoe shipments from Brockton last week amounted to 17,536 cases, sent out from shipping points as follows: Brockton Center, 4773 cases; South End, 6315 cases; North End, 6448 cases, the largest shipment for the month. The total for the month was 63,896 cases. The total for the year thus far is 537,516 cases, which is 146 cases less than for the same number of weeks last year.

—S. C. Brady has accepted a position as superintendent of the shoe factory of the Kirkendall Co. in Omaha, Neb. For the past thirteen years he has been with the George H. Snow Co. of Brockton, and previous to that with Isaac Prouty & Sons of Spencer, Mass.

—The V. & F. W. Filoon Co. of Brockton have increased their capital stock from \$100,000 to \$200,000, in 1,000 shares at \$100 per share, payable in cash when issued.

—The extensive additions to the Hurley Bros. factory in Rockland are completed, and the firm is making preparations for moving machinery, so as to be in a position to increase their output for the fall run.

A SMOKING ROOM.

In the new administration building of the A. C. Lawrence Leather Co., Peabody, Mass., there is a smoking room for men, as well as a rest room for women.

AMERICAN SHOEMAKING.

Statement of the ownership, management, etc., of American Shoemaking published weekly in Boston, Mass., required by Act of August 24, 1912. Editor, managing editor, and business manager, R. B. Rogers, 683 Atlantic Ave., Boston, Mass.; Publisher, American Shoemaking Pub. Co., 683 Atlantic Ave., Boston, Mass. Owners holding 1 per cent or more of total amount of stock. R. B. Rogers, 683 Atlantic Ave., Boston, Mass.; F. E. Atwood, 683 Atlantic Ave., Boston, Mass.; W. C. Warren, 127 Federal St., Boston, Mass. Known bondholders holding 1 per cent or more of total amount of bonds: W. C. Warren, 127 Federal St., Boston, Mass.; A. S. Rich, 88 Bristol Rd., W. Somerville, Mass.; M. A. Rich, 88 Bristol Rd., W. Somerville, Mass.

R. B. Rogers, Editor.

Sworn to and subscribed before me this 26th day of Sept., 1913.

Edgar L. Ryerson,
Notary Public.

CANTON, ILL., NOTES.

—The new shoe factory is rapidly being put in shape and every department will be running full by Oct. 1st. The firm will make 250 pairs of youths' and little gents' shoes per day.

Supt. "Joe" Donahue has made arrangements to get all experienced help from St. Louis for all the departments, so that the factory can be operated to its full capacity. Local help will be trained and given the preference when it can be done without curtailing the factory output. The new factory already has enough orders to keep it busy for 30 days. The cutting room began cutting Sept. 10th.

DENIES REPORT OF NEW SHOE MACHINERY SHOP.

Thomas C. Rowen, of the Hamel Shoe Machinery Co., of Lynn, Mass., denies a report, published in newspapers, that the Hamel Co. is to build a factory for the manufacture of shoe machinery on the Bushby property, Foster street, Peabody, Mass., which he and Hadley Jones recently purchased. There is one and one-half acres of land, and several manufacturing buildings in the Bushby property. Mr. Rowen says that he and Mr. Jones secured it for private investment.

STRIKE OF LAST MAKERS.

The last makers at the factory of T. W. Gardiner & Sons, Lynn, Mass., are on a strike for the abolition of the contract system of making lasts. T. W. Gardiner, head of the firm, says that the contract system is the best system. He says that this is the first labor trouble he has had in 47 years in the last business.

For Pressing
Velvet or Canvas Seams

—USE—

Boston Power Seam Pressor

With New Attachment

For particulars address

**Boston Machine
Works Company**

Lynn, Mass. U. S. A.

Cincinnati, O. - St. Louis, Mo.

**Don't
Use
Sizing**
**Our Patent Sized
Gold Leaf**

saves 5 to 10% in cost of embossing. ¶ Stops waste of gold leaf.

¶ Produces BETTER results with less labor than any other method.

OUR GOLD LEAF

**Will Not Tarnish
or Change Color.**

We carry in similar form
SIZED ALUMINUM

F. W. RAUSKOLB

103 ARCH ST., BOSTON, MASS.

Agents for Great Britain
LIVINGSTON & DOUGHTY, Ltd.
LEICESTER, ENGLAND

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—A Chamber of Commerce is being formed in Lynn for the purpose of developing the city industrially, and otherwise. It will have a membership of 1500 and a capital of \$50,000. The General Electric Co. has subscribed \$1,000 to the capital. Several shoe firms have subscribed \$100 and \$200 each. Maurice V. Bresnahan, who was formerly president of the Lynn Board of Trade, may be president of the new Chamber of Commerce. The chamber will establish an employment bureau, a traffic bureau, a new industries department, and other branches that will help manufacturers.

—A conference of shoe cutters of New England is to be called by Stephen L. Walsh, and other leading cutters of Lynn. The conference will be held in Lynn in the near future. Matters relating to the craft will be discussed. The conference will be open to all cutters, whether members of labor unions or not.

One of the important matters that will come before the conference is the right of cutting room foremen to summarily discharge a cutter who "cut high," or who must ask for additional stock from which to cut the number of pairs of shoes the tag calls for. The Lynn cutters claim that a cutter has a right to a hearing before he is discharged, and to show, if he can, that the stock given him ran poor.

—A committee of Lynn manufacturers is at work on a graded price list. It is said that the committee intends to recommend some fairly good sized cuts in prices on work done by certain operators, both skilled and unskilled. It appears that during 1911, Lynn manufacturers increased the average wage of their employes by almost \$1 a week, and that they made no increase in the value of their product. In

1912, the value of their product decreased. Manufacturers feel that wages are so high that they are handicapped in the development of their business.

—It is reported that George C. Vaughn will build a large factory in Peabody for the manufacture of ivory white sole leather. This leather is made by a new process.

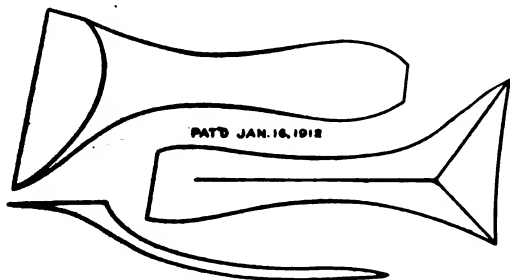
—The A. C. Lawrence Leather Co. of Peabody is getting out a new line of chrome sole leather, and it has been sampled by about 60 makers of medium and fine grades of shoes. It is intended chiefly for outing shoes. A pair of soles made from it is one-third as heavy as is a pair of rubber soles. It is flexible, and it won't slip on a wet sidewalk.

—Deery-Cooper Co. have taken three floors of the factory at 50 Suffolk street, Lynn, and have increased their output of shoes for growing girls, misses, children and infants. The firm makes English welt shoes exclusively. Charles F. Deery, senior partner of the firm, has charge of the cutting room, and buys the leather. C. E. Cooper has charge of the bottom stock department.

—A line of copper-toed shoes for boys is now being made by Marston & Brooks, Canal street, Salem.

—Hodgdon, Durand Shoe Co., Canal street, Salem, which was recently organized, has completed the equipment of its factory, and has begun to make shoes. It will produce women's welt shoes exclusively.

—The Dane Machine Co. has a car-load of leather working machinery at its factory in Salem. It was purchased by a Mexican customer. They are holding it until peaceful conditions are restored in Mexico, and it once more becomes safe to send goods across the boundary line.



THE BACKBONE

of a SHOE is the SHANK. If you want to make shoes with good backbones—the kind that stand up—use OUR NEW

CUSTOM SHANK

Made of Selected Leatherboard—Half the price of solid leather, and better—Lines always the same.

Produces perfect "Egg Shape" and "Cottage Bottoms" now in vogue in high grade lines.

SAMPLES SENT ON APPLICATION.

MOORE & CO.,

Manufacturers of Shanks
of all kinds.

Malden, Mass.

NG CRAYONS

Indispensable for use as a marking or checking crayon.
Made in two sizes: No. 101 small and No. 104 large.

Put up in boxes containing one dozen crayons. Twelve boxes (one gross) in a package.

We strongly recommend ONE trial of these crayons; we shall receive your orders regularly afterwards as the result.

United Shoe Machinery Co.

General Department

205 LINCOLN ST.,

BOSTON, MASS.

LASTS SHOULD BE WIDER AT THE TREAD.

To those who will closely examine the feet of people seen on the street it will not take long to come to the conclusion that many wear ill-fitting shoes. One of the first things noticed is that the tread of sole does not begin to be wide enough for the foot and as a result of this shoes wear over on one side, generally on the outside.

Probably there is not one foot in 10 today that rests squarely on the insole of the shoe it is wearing. Insoles may be wide enough at the toe and heel but what about the ball? Almost any insole that belongs in a shoe is supposed to fit the foot, but see how it measures as against the outlines of the sole of the foot that is to rest upon it.

Shoes seem to be all right in all other respects with the single exception of the width, and here is where the advance must come in future improvements. The bottom of the last must be wider and it must follow more nearly the exact lines of the foot, especially across the ball.

ARMY SHOE CONTRACTS.

During this year, the government has bought 800,000 pairs of army shoes, for about \$2,360,000. Joseph M. Herman, Mills, Mass., has provided about 500,000 pairs of them, W. H. McElwain Co. about 166,000 pairs. Recently bids for 200,000 pairs were opened, and contracts for 100,000 pairs were awarded to Joseph M. Herman, for 66,000 pairs to W. H. McElwain and for 36,000 pairs to W. H. Moulton of St. Louis.

LARGE LONDON FIRM.

Baxter & Co., London, leather merchants, will display leather made by several American tanning firms at the London shoe and leather fair. This firm has an office in Boston, and about 25 branch offices scattered about the world. Its headquarters are in London.

FARMING ON THE SIDE.

The George E. Keith Shoe Co., Campello, Mass., has devoted a large piece of property to raising garden produce for the company's lunch room. The idea is a novel one. Besides the large restaurant at the administration building the company has three factory lunch rooms which are patronized daily by employees in the various rooms and departments, and the fresh vegetables will be appreciated. Lettuce, radishes and peas have been served at the administration building dining hall several times.

LASTERS GET INCREASE.

A local board of arbitration has settled a dispute over the price list in the lasting room of the Watson Shoe Co., Lynn, Mass. The board has awarded the lasters an increase of one-half a cent on any combination last, an increase of one cent for lasting up and down, and an increase of one-half cent to Ideal operators on last No. 88, a high toe last. Both the firm and the lasters have accepted the decision of the board. The lasters will get back pay, figured on the increase price per pair, from Aug. 9, when the matter was first brought up.

COLLECT SAWDUST NOW.

In Lynn, Mass., a sawdust company sends wagons among the last and box factories collecting sawdust.

SHANKS of all kinds

CHURCHILL & ALLEN, Lynn, Mass.

BO

X

—FOR THE—
Shoe Factory

**BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.**

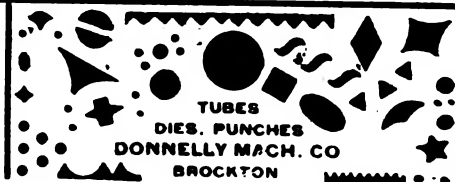
**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**



K. & S. PATENT LEATHER SOFTENER

Penetrates the leather very quickly
and does not injure it.

KENT & SMITH LYNN,
MASS.



Jobbers in Manufacturers Out Sales

Cut Soles

43 N. MONTELLO ST.
BROCKTON

GORDON & BERMAN

Sole Leather and Offal

23 SOUTH STREET
BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of
SHOE ORNAMENTS

PATENT SPECIALTIES } "CLINCH-ADJUSTO" BOW
"O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut Shoe Supplies of
Every Description

National Shoe Findings Co.
LYNN, MASS.

J. E. KNOX

ACCEPT NO SUBSTITUTES

J. V. KNOX

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, . . . LYNN, MASS.

Novelty Edge Protectors

Save money in the packing room.
Make tip repairing easy.

Keep fair-stitching and edges clean

NOVELTY SELLING CO.

67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies

Brockton, Mass.

Men's and Women's

TAPS

PURITAN COUNTER COMPANY

E. R. R. Ave., Brockton, Mass.

Surplus Shoes Dispose of returned
or in stock footwear
by advertising in Whole-
Bargains—The Bargain Buy-
ers' Magazine.

1107 Flatiron Bldg.

NEW YORK CITY

Industrial Information.

Notes of New Factories, New Enterprises, New Firms, and Changes in the Trade.

LYNN, MASS.

EAGLETON BROS., manufacturers of cut soles and taps, have moved from 166 Summer street to the new factory, which they have just built at 195-199 Boston street, this city. The new factory is of wood, two stories above a finished basement. It is 40 by 150 feet. It is steam heated, and its machinery is driven by electric motors. The firm of Eagleton Bros. is made up of Charles T. and John Eagleton. They came to Lynn from Spencer, Mass., ten years ago. They have been in business in Lynn for nine years.

PEABODY MASS.

T. H. O'KEEFE is moving his tannery from the rear of Foster street, this place, to the American Hide & Leather Co. factory at the corner of Bridge and Goodhue streets, Salem. In his new location, he will increase his output. He makes white alum sheep and chrome cabretta leather.

BERWICK, ME.

LENNOX-NAGLE LEATHER CO. of this place has been incorporated with a capital of \$10,000, and the following officers:—Garrett F. Nagle, Peabody, president; Joseph L. Lennox, Haverhill, treasurer. The new company has taken the Herson tannery at Berwick. It has fitted it up for the manufacture of sheep leather, both blacks and colors. Mr. Nagle, who has been in the sheep leather business in Peabody for a number of years, will have general charge of the factory. Mr. Lennox, treasurer of the company, is a son of Mr. Lennox of Lennox & Briggs, kid leather manufacturers, Haverhill. John Madigan of Peabody will have charge of the tanning. The factory has about 40,000 feet of floor space, is equipped with modern machinery, driven by electric power, and it has a capacity of 300 dozen of sheepskins daily.

BIRMINGHAM, ALA.

It now seems quite certain that this city will have a shoe factory by January 1. This will be occupied

by the CARUTHERS-IRWIN CO., and capitalized at \$200,000. The factory will be located in the new Downey building at the corner of 23rd street and First avenue.

BROOKLYN, N. Y.

A meeting of the creditors of KRIEGER & CO. were called Sept. 23, at which it was shown that the liabilities were \$19,000, and the quick assets \$4,779.96. In addition to these assets machinery, lasts, patterns, dies, etc., taken at \$10,512. An offer of 50 cents on a dollar was made.

OLATHE, KAN.

C. HYER & SONS of this place have moved into their new building. They employ about 150 men and turn out 15,000 pairs of shoes a year.

MONTREAL, CAN.

Machinery has lately been installed in the factory of the EUREKA SHOE CO. for the manufacture of women's McKays.

SALEM, N. H.

The CONSOLIDATED SHOE CO., formerly of Salem, Mass., has removed to this city. They are manufacturers of women's McKays for the retail and jobbing trades.



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.

GEORGE W. INGALLS, Lynn, Mass.

Adams Cutting Dies



Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to A. M. HOWE
(Established 1857)

John J. Adams Worcester, Mass

Eureka! Eureka! Eureka! DISCOVERED AT LAST:

a Box Toe Backing Waterproof Compound which will absolutely prevent all water stains coming through "tan tips." Thus eliminating much unnecessary labor caused by stains, wrinkles and bunches. Write for samples and forget your worries.

EUREKA CEMENT CO.

NEWARK, N. J.

South Shore Supplies
Co., 8 Commercial Wf.,
Brookton, Mass.

New England Agency

ett Machine

**Crimping Vamps of every description
by the Latest Improved Method.**

In general use by the Leading
Shoe Manufacturers throughout
the world.

It means less trouble in the
lasting room.

Specially adapted for Crimping
High Toed Blucher Vamps
(Legge System).

Forms heated by Gas or Elec-
tricity.

LOCKETT CRIMPER

For further information address

Lockett Crimping Machine Co., Boston or Brockton
Massachusetts

Counter

AND

Box Toe

Skiver

Is for automatically skiving counters and box toes.
It does the work in one operation.

W. J. YOUNG MACHINERY COMPANY
LYNN, MASS., U. S. A.

Manufacturers of the Most Complete Line of Counter and Heel Making Machinery

Represented by/

NOLLESCHÉ-WERKE CO., WEISSENFELS ON SAALE, GERMANY.

WRITE FOR ILLUSTRATED BOOKLET.

St. Louis Notes.

—A judgment was rendered against the Hamilton-Brown Shoe Co. for \$445,311.55, in favor of Wolff Bros. & Co., shoe manufacturers of Cincinnati, Ohio, by Judge Van Valkenburg of the United States Court in Denver, Col., last Monday.

The verdict was the outcome of a suit brought by the Cincinnati shoe house several years ago against the Hamilton-Brown Shoe Co. for alleged infringement on trade and unfair competition. The Wolff Bros. Co. contended that the Hamilton-Brown Shoe Co. infringed on their trade-mark when they branded one of their makes "American Lady," because they were manufacturing a shoe which they named "American Girl." They charged Hamilton-Brown with using the catchy advertisement, "A shoe with the character of the woman." They alleged it was an imitation of their advertisement, "A shoe as good as the girl."

The case had been tried in all the lower courts and appealed in every court. Both sides have employed able counsel and the case has been bitterly contested in every court, first one, then the other winning the decision.

The attorneys for the Hamilton-Brown Shoe Co. announced the case would be appealed to the Supreme Court of the United States.

The judgment is the largest ever rendered in a case, in which a trademark is involved. Perhaps one-fourth of the judgment represents court costs which accrued in the long hard fight through all the lower courts.

—About 250 shoe cutters of the Sunlight factory of the Hamilton-Brown Shoe Co., who quit work Monday of last week and returned Tuesday pending a conference with J. T. Johnston, general superintendent of all the Hamilton-Brown Shoe Co.'s factories.

Mr. Johnston said he anticipated no further trouble and said the

walk-out was a little misunderstanding. Grant Smith, business agent, said the cutters thought Mr. Johnston was in the city at the time he was away, and that the men were being ignored, is the reason they quit, and he said he felt confident Mr. Johnston and the men would come to a satisfactory agreement without any more trouble.

The union men in the other Hamilton-Brown Shoe Co. factories have made no demand so far. Last year there was a strike in four factories. It lasted six months, and the firm trained and hired new men in practically every department, and the union lost, as they did in their strike about four years previous.

Johansen Bros. Shoe Co.'s employees are members of the International Boot and Shoe Workers' Union. John Meyers Shoe Co.'s employees are also members of the same union, and both have adopted the union stamp and advertise it extensively. These are the only employees who are affiliated with the International Boot and Shoe Workers' Union in St. Louis. All the other factory employees are members of the United Shoe Workers' Union. There were three other unions in St. Louis, the Missouri Boot and Shoe Workers' Union, The Independent Boot and Shoe Workers' Union and an Independent Union in the two factories of the Wertheimer-Swartz Shoe Co. All sent delegates to a convention which united them in one body Sept. 7, 1909, as the United Shoe Workers.

—E. F. Spalsbury, superintendent of the Homes-Take plant, has returned from a vacation.

—The Hamilton-Brown Shoe Co. has made plans to increase their manufacturing capacity, and have been negotiating with several cities in Missouri regarding the location. Union and California, Mo., are both making a hard fight for it. The firm has not yet decided which of the several cities they will select.

SHAWMUT STAY & TAPE CUTTING MACHINE

Used for Bows and Labels

Cuts any Length from 1-16 to 12 in. and up to 2 in. wide and cuts 200 pieces per minute.

Makers of Special Shoe Machinery.

All inquiries gladly answered

Manufactured by

SHAWMUT MACHINERY COMPANY

82 LINCOLN ST.,

BOSTON, MASS.

GENERAL NOTES.

—In the Superior Court at Plymouth, Mass., last week, a verdict of \$3,000 was awarded Joseph Pelouquin of Brockton, who sought damages to the amount of \$10,000 from the Geo. E. Keith Co. The plaintiff claims that while he was an operative in the factory, the dieing-out machine on which he was at work, was defective, and as a result he lost his right thumb.

—The Ellis Cement Co. is preparing to build a new factory at Malden, Mass. The building will be about 100 by 50 feet and two stories high. The Ellis Cement Co. was established

of the week. The A. E. Little Co. factory is closed all the week.

—Mr. W. M. Flaherty, formerly with the Thatcher Shoe Co., of Richmond, Va., as sole leather foreman, is in Boston on business.

—The U. S. M. Co. has put its plant at Beverly, Mass., on a five-days-a-week schedule.

—It is expected that about fifty or sixty Germans and Belgians will arrive in Manchester, N. H., about October 12, to work in the new tannery of the W. H. McElwain Company.

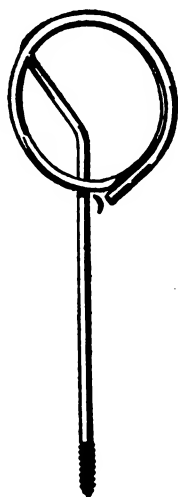
Office Boy—Your foreman waits **WITHOUT.**

Supt.—Without what ?

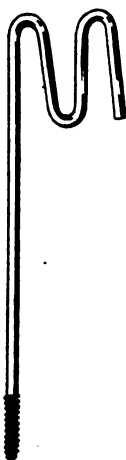
Office Boy—Without the proper style

TAG HOLDERS

Well.....He **SHOULD** Worry



"EXCELSIOR"



"NATIONAL"



"LINCOLN"

*Write Us Today for Samples
and Quotations.*

You would be surprised...*If...*

You knew how many factories use our Tag holders

You would be pleased.....*If...*

You were using them in **your factory** for they are
so simple and convenient.

The S. M. Supplies Co.

121 Beach Street

Boston, Mass.



PERSONAL.

—M. C. Brennan has accepted a position in charge of the welt department at the W. H. McElwain East Side factory, Manchester, N. H.

—James Mack, formerly superintendent for French, Shriner & Urner, is now in charge of the Rockland (Mass.) factory of Rice & Hutchins. Mr. Mack is regarded as an expert in the production of high-grade men's welts.

—Mr. Edward F. Beach, treasurer of the St. Louis Rubber Cement Co. of St. Louis, Mo., is in Lynn, Mass., looking over the West Lynn plant of the company.

Mr. Beach is very much pleased with the prospects of the same and much taken up with this city and its surroundings.

Mr. W. O. Hadley is in charge of the plant and with his father and son are managing the different departments.

—F. L. Spaulding has accepted a position with the Minister, Myles Shoe Co., Toronto, Can., in charge of the lasting department.

—Mr. Frank Campbell, formerly of Carlisle, Pa., has accepted a position with the Paff Shoe Co., Alexandria, Va.

—Mr. Geo. Messier of Nashua, N. H., formerly employed with the W. H. McElwain Co., has accepted a position with the E. E. Taylor Co., Nashua, N. H.

—Mr. Frank H. Holmes, who recently resigned his position in charge of the lasting and making rooms at the factory of the Raymond Shoe Co. on Granite street, Haverhill, Mass., was presented with a handsome meerschau pipe and traveling set this week.

—W. B. Bennett, the Boston manager of the National Shoe and Leather Fair, sailed for Liverpool, Eng., Sept. 23. He will make a study of London Shoe and Leather Fair with a view to obtaining ideas for the Boston fair of next July.

—Mr. E. H. Brown is now in charge of the making and finishing departments of the Cotter Shoe Co., Lynn, Mass. Mr. Brown was formerly with the R. & G. Shoe Co., of Newburyport, Mass., also with Dodge Bros. for several years.

WESTERN EXPERTS COME EAST.

Seven foremen have recently resigned from the Hamilton-Brown Shoe Co., St. Louis, Mo., to take places in the Dunn & McCarthy shoe shops at Binghamton, N. Y.

Cut Your Own Sandpaper

Donnelly Sandpaper Stripper

Saves several dollars on each roll.

No expense for parts — machine does not run over 75 revolutions.

Cuts paper into any width and reels it into rolls.

**DONNELLY
MACHINE
COMPANY**

Brockton, Mass.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 3 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—Party with \$5,000.00 capital to invest and take active part in a growing concern in Kentucky. Corporation capitalized at \$15,000.00. Making good money, but wish to increase business. Prefer party having experience in cutting and fitting. Address 3201-C, care of American Shoemaking.

POSITIONS WANTED.

POSITION WANTED—A man 34 years old with 15 years' experience in sole leather cutting room, desires a position as foreman. Thoroughly competent to teach cutting in all parts from side or strip, men's or women's shoes. Can furnish good references. Will go anywhere. Address Box 32, Chelsea, Mass.

POSITION WANTED as foreman of packing room by a young man accustomed to handling large rooms in factories making fine shoes. First-class references. Address 302, care of American Shoemaking.

POSITION WANTED as superintendent, or charge of office, by young man with 17 years' experience in office and the practical departments of the factory. Has had extensive experience selling to jobbing trade. Address 1804, care of American Shoemaking.

FITTING ROOM foreman is open for position. First-class mechanic on all machines. Expert on Reece. Good references. Address 604, care of American Shoemaking.

SOLE LEATHER MAN desires position. Has had long experience as foreman on men's and women's fine work. Expert on cutting, manipulating and stock fitting. Best references. Address 1101, care of American Shoemaking.

POSITION WANTED as foreman of making room on women's McKay, welt or turn shoes. Forty-three years of age; have had 15 years' experience as foreman. Competent to teach help; can get results and furnish the best of references. Address 1903, care of American Shoemaking.

POSITION WANTED—Expert turn shoe man with wide experience on high grade work in all departments of the factory, desires position in charge of making room or as general superintendent. Best of references. Address 2302, care of American Shoemaking.

STITCHING ROOM foreman wants position on men's, women's, boys' and misses' shoes. Young man with 15 years' experience, good organizer, instructor of help, and can keep machines in repair, including Reece. At present employed. Best of references from past and present employers. Address 501, care of American Shoemaking.

POSITION WANTED—Am looking for position in charge of cutting room, where cutting to close figures is demanded. I believe I can assist any manufacturer who is having difficulty in getting results in the cutting department. Will give demonstration of ability to any one interested. Address 803, care of American Shoemaking.

POSITION WANTED as foreman of lasting room, can take full charge, making any kind of shoes. Am now employed, making change as firm intends moving out of country. Address 204, care of American Shoemaking.

POSITION WANTED by stitching room foreman with exceptional experience on every kind and grade. Will give results along the lines of better and more economical production and quantity. Address 203, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man. Sixteen years' experience and have thorough knowledge in all departments, welts, turns and McKays. Will give gilt edge references from present firm I have been with for 13 years. Address 602, care of American Shoemaking.

POSITION WANTED as foreman of lasting room on either welts or McKays. Experience in leading New England factories. Can teach operators on all lasting and pulling-over machines. Temperate habits and best references. Address 202, care of American Shoemaking.

POSITION WANTED by young man as cutting room foreman on ladies' fine shoes. A-1 designer and able to do buying if necessary. Best references. Address 1902, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man with wide experience in all departments. Best of references as to honesty, ability, etc., from firm I am with, and have been for the past 14 years. Will go anywhere in United States, Canada, Mexico or Europe. Address 603, care of American Shoemaking.

POSITION WANTED as superintendent or in charge of cutting room by young man experienced in handling women's, misses', children's boys', and youths' factories, both as superintendent and buyer of upper stock. Am familiar with welts, McKays and turns. Address 102, care of American Shoemaking.

POSITION WANTED by young man to take charge in small factory of treeing and packing room on men's medium welts. All-round shoe repairer. Can make own washes and oil stain remover. Des not drink or smoke. Unquestionable references. Will go anywhere. Address 1601, care of American Shoemaking.

POSITION WANTED—Would like a position as foreman of making room with twenty years' experience. Five years with the firm am now with. Can furnish references from same, also others. Would not object to country factory. Can take charge from lasting to finishing. Address 601, care of American Shoemaking.

POSITION WANTED—Would like to hear from a Canadian or Western concern needing a superintendent and wishing to produce New England styles with New England methods for the United States or Canadian market, or who wish to change from McKays to welts. Any location. Employed, but wish to change. Ample experience and references. Would like small factory making fine goods or larger concern on style and quality. Address 101, care of American Shoemaking.

POSITION WANTED as superintendent or assistant superintendent. Have had charge of all departments of shoemaking.; 15 years' experience on welts and McKays. Address 1987, care of American Shoemaking.

POSITION WANTED as superintendent or assistant superintendent, or quality man. Thorough knowledge in all departments on welts, McKays or turns; men's or women's. Would consider a position as foreman of making or lasting room. Can furnish good references as to ability and character. Address 1602, care of American Shoemaking.

SALESMAN wants position with shoe findings concern on stains, repairers, dressings, etc. Good demonstrator. Address 340-A, care of American Shoemaking.

POSITION WANTED by superintendent experienced in costing, women's lines, especially fine welts, would accept position as superintendent, cost man, or in charge of production department. References from leading New England firms. Address 280, care of American Shoemaking.

POSITION WANTED as foreman of making or lasting room. Would prefer to locate in the West. Can furnish A-1 references. Address 1987, care of American Shoemaking.

JOBS AND MISMATES WANTED
RYAN SHOE CO., HANNIBAL, MO.

POSITION WANTED as foreman of cutting room on men's work. Fifteen years' experience in the East and Middle West. Can furnish good references and willing to go anywhere. Address 1805, care of American Shoemaking.

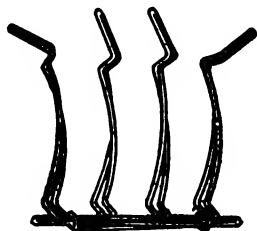
—Paper overshoes are the newest thing in the shoe trade. They were recently patented. Judging from the patent papers, these overshoes will be made of oiled paper or some other waterproof material. They will fold like a paper drinking cup. They are for use just once, as are sanitary drinking cups.

**One of Two Methods by which any
Lacing Problem Can be Solved**

FOR LACING SHOE UPPERS WITH THREAD
ANY GRADE ANY SIZE ANYWHERE

Rapidity and perfect accuracy combined is the unhesitating testimony of every user to date. We have a little descriptive booklet ready to mail to you upon request.

THE ELLIS LACER **The Other
Method**



THE STANDARD WIRE LACING DEVICE
Write us About Either or Both

UNITED SHOE MACHINERY CO.
FITTING ROOM DEPARTMENT
205 LINCOLN ST. - - - BOSTON, MASS.

A Primer Of Scientific Management

by Frank B. Gilbreth
member of American So-
ciety of Mechanical En-
gineers. Introductory by
Louis D. Brandeis, Esq.

This book deals with
Time Studies, Motion
Studies, Prevention of
Soldiering, Rates of Com-
pensation and all points
of vital interest to every
man interested in de-
veloping efficiency in the
factory. - - -

Price Postpaid \$1.10

DEMING & ROGERS PUB. CO.
683 Atlantic Ave., Boston, Mass.

"A Manual of Shoemaking"

By W. H. Dooley

A book of industrial inform-
ation pertaining to shoe
manufacturing and tanning.

Explains in simple language
the various processes of shoe-
making, giving technical
names for the various parts
of the shoe and the processes
of production. An invaluable
book to beginners in shoe-
making.

**Price \$1.50
and Postage**

American Shoemaking
683 Atlantic Avenue - - Boston

KEEP THOSE EDGES CLEAN

**Absolutely prevents
soiling of stitches,
edge and bottom.**

**Tip repairers like
them because they
make the work easy.**

Novelty Selling Co.

Room 67
683 Atlantic Avenue
Boston, Mass.

RED LETTER LIST

OF SHOE FACTORY SUPPLY HOUSES

**We Can Supply Anything from a Tack
To a Full Factory Equipment.**

UNITED SHOE MACHINERY CO.

BOSTON, MASSACHUSETTS.

SHOE FACTORY BUYER'S GUIDE

1913

Now Ready - JUST OFF THE PRESS

A most complete Buyer's Reference Book.

**Convenient Vest Pocket Size
Bound in Durable Leather Cover** **Price \$2.00**

Rogers & Atwood Publishing Co.
212 Essex Street, - - Boston, Mass.

Novelty Edge Protector

PROTECT FANCY STITCHES

**on your forepart edges
by using it.**

**Essential to perfect results
in tip repairing.**

NOVELTY SELLING CO.

**683 Atlantic Avenue,
Boston, Mass.**

YOUR ADV. IN THIS SPACE

1 Color \$72 Per Year

2 Colors \$78 " "

Climax Cloth Polishing Brushes

**Climax
Seersucker**

These brushes are very successfully used for finishing russet bottoms and shanks when a high gloss is required. They are also often used for cleaning uppers. By their use the very best results are obtained. Write us or any of our branch offices for illustrated catalogue.

United Shoe Machinery Co.

SALES DEPARTMENT

Boston, - - Mass.

OBSERVE THE BOW DESIGN WOVEN INTO RIBBON

Patent Applied For

The Columbia Ribbon Co., Paterson, N. J.

No curling of the cross piece—no lodging place for dust—always smart and perfectly tailored.

Write Today for Samples and Prices.

COLUMBIA RIBBON CO., Paterson, N. J.

We supply these Bows from stock in Black, White, Tan and High Colors.

Our advertisements in the Ladies' Home Journal, Delineator and Woman's Home Companion will introduce ten million women-readers to this Bow.

The **"RED BOOK"** **DIRECTORIES**

"American Shoemaking Directory"

A list of shoe manufacturers in the United States and Canada, giving location, kind of shoes made, capacity, and names of superintendent and buyer. 2 3-4x5 1-2. 200 pages.

"Shoe Factory Buyers' Guide"

A list of firms selling shoe factory Supplies, classified according to the product. 3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

"Shoe Jobbers, Wholesale Finders, and Department Store List"

A Directory of these trades, classified according to location. 2 3-4x5 1-2.

"Buyers' Guide for Shoe Dealers"

A list of firms selling shoe factory supplies, classified findings dealers, classified according to the product. 200 pages, 3 1-4 6 1-4.

"Buyers' Guide for Leather Manufacturers"

For Tanners, Curriers, Japanners, Chemists, Superintendents, Foremen, classified according to the product. 200 pages, 3 1-4x6 1-4.

"Buyers' Guide for Manufacturers of Fancy Leather Goods"

A list of firms selling this trade, also list of manufacturers of Fancy Leather Goods.

PRICE OF OUR DIRECTORIES, \$2.00 EACH BY MAIL POSTPAID.
Circulars and further particulars, free on request.

ROGERS & ATWOOD PUBLISHING CO.

683 Atlantic Avenue,

Boston, Mass.

The Reece Button-Hole Finishing Machine

THE GREATEST LABOR SAVER IN A SHOE FACTORY

This machine collects the thrum ends and stay cord, and stitches them to the inside of button-hole pieces, without showing through on the right side, and without folding the work, thereby avoiding any marking or creasing.

Button holes that have been finished by the Reece Finishing Machine will keep their shape and outwear any other button-hole, as they are much stronger and more durable.

These machines are in extensive use throughout the world.

Samples of work and terms sent on application.

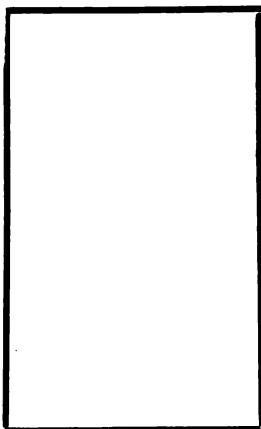
The Reece Button-Hole Machine Co.

Office and Factory

500 to 514 HARRISON AVE.,

BOSTON, MASS.

Branch offices in all shoe centers.



There is no substitute for

Mullen's Patent Repairer

The ONLY reliable repairer for patent leather,
Always Dependable.

Why waste time and money and spoil
your shoes by trying other methods.

MULLEN BROTHERS
BROCKTON, MASS.

Western Agents :.....Bielock Mfg. Co., 913 Locust Street, St. Louis, Mo.
Canadian Agents:..... Keiffer Brothers, 96 Prince Street, Montreal
German Agents:..... Wachholtz & Hertz, Hamburg
English Agents:..... Gimson & Company, Leicester, England

THE

Duplex Eyeletting Machine

IS THE BEST AND MOST POPULAR
MACHINE ON THE MARKET TODAY

1 2 2 7

MACHINES IN USE AT PRESENT TIME

The DUPLEX EYELETING MACHINE eyelets both
sides of the upper at the same time. Perfect spacing and
setting are assured by its use. Time and trouble saved.

In order to get to the front and keep there, it is best
to use the Duplex Eyeletting Machines.

United Shoe Machinery Company

EYELETING DEPARTMENT

205 LINCOLN STREET

BOSTON.

Are You Considering Where You Will Buy Your Rubber Soles for the Coming Season ?

If so, get our prices before placing your order. We know they will interest you.

Probably you had trouble last season with rubber soles--slow deliveries, etc. If so, let us demonstrate our ability to take care of you.

We guarantee our qualities to run uniform, and have an equipment and capacity to meet every demand.

If you are looking for rubber soles that will wear--LET US SEND YOU A SAMPLE PAIR OF REAL SOLES THAT WILL OUTWEAR ANYTHING YOU HAVE HAD.

We will be pleased to send you our latest catalogue on request. It will give an idea of some of the different styles and swings we are manufacturing.

Write For Samples
and prices on our UNIT SOLE. Made in both men's and women's.

The B & R Rubber Co.
NORTH BROOKFIELD, - - - MASS.

USMC**"PERFECT" LEATHER SHOE STRAP**

The "Perfect" Leather Shoe Strap is the best and most up-to-date shoe strap ever offered the shoe trade.

It will not catch the trousers as it does not extend beyond the top of the shoe.

When attaching, the flat end is sewed between the upper and the top facing with the wedge-shaped portion on the outside of the shoe; then, by the aid of a special attachment fitted to a Cylinder Arm Bar Tacking Machine, it is easily and quickly tacked in place.

USMC**"PULL-ON" LEATHER SHOE STRAP**

(PATENTED)

The "Pull-On" Leather Shoe Strap differs from the "Perfect" type in that only one operation is necessary to attach it, and when in use it extends slightly above the top of the shoe.

It is attached in the same manner as the regular Web Strap.

(See next page)

LEATHER SHOE

A New, Practical, Neat and Attractive Shoe Strap that replaces the old Web Strap which is a hindrance to good looks and comfort.

WHEN these straps are used, there is no long tongue hanging out from the top of the shoe or to be tucked into it. This is especially true of the "Perfect" type of shoe strap, which comes flush with the top of the shoe. The "Pull-On" type more closely resembles the regular Web Strap, except that it extends only about 1-4 inch above the top and is permanently fixed in one position. There is no loop to locate on either of these straps, and when placed between the fingers they act as a wedge and allow enough of a grip to readily pull on the shoe. Both of these straps are manufactured of flexible material.

All of our straps are finished articles ready to sew into the shoe without any preliminary operations.

These straps are generally furnished in three colors—Black, Light Tan and Dark Tan—and cost no more than a good quality Web Strap.

Special colors will be made to order if the customer will furnish the stock, on which a small allowance will be made for every pound used.

Packed 50 dozen pairs in a carton.

United Shoe Machinery Co.

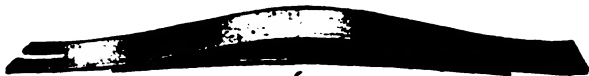
Sales Department

BOSTON, : : MASS.

A NEW ARCH SUPPORTING SHANK

The Crawford Combination**IT IS FUNDAMENTALLY RIGHT!
IT IS MECHANICALLY PERFECT!**

It cannot slip or slide and wear through the outersole.

SEE: THE LOCK HOLDS IT!

You see the shank is extra trussed it cannot break down, no matter how great the weight.

It eliminates every trouble now caused by arch supporting shanks.

You now have a device Mr.Manufacturer that enables youto make an arch supportingshoe which is absolutely fault-less. : : : : :Send us a pair of your innersoles channelled and let us attach the **Crawford Combination** to them.

THE H. F. CRAWFORD MFG. CO.
MONTELLO STATION **BROCKTON, MASS.**

**PERFECTION
COUNTER
AND
BOX TOE
BUFFING
MACHINE**

This machine is for buffing counters and box toes. The Perfection Buffer will buff the edges down thin with reducing the thickness of the centers. The work done on the Perfection Buffer is superior to hand buffing.

W. J. YOUNG MACHINERY COMPANY

LYNN - MASS.

—REPRESENTED BY—

Gimson & Co., Leicester, English Agents—Nollesche-Werke Co., Weis-
enfels on Saale, Germany.

WRITE FOR ILLUSTRATED BOOKLET

Best Results in the Lasting Room,

no matter what system of lasting
you employ, are secured by using

Standard Waterproof Box Toe Gum

The efficiency of the "Unit System"
of lasting is greatly increased by
its use. Largest and most successful
manufacturers are satisfied
with the results secured from the
use of Standard Waterproof Gum.

Tell us the conditions in your factory and we will tell you how to use this gum with any system of lasting.

STANDARD STAIN & BLACKING CO.

DANIEL F. SHARKEY, Manager.

LYNN, MASS.

CINCINNATI, OHIO

MONTREAL, CANADA

Canadian Factory and Store

703-705-707 Lafontaine St., East, Montreal

NEW TECHNICAL BOOKS

We are distributors of the following technical books on the Shoe, Leather, and allied trades. Send us your order.

- A Short History of American Shoemaking—Fred. A. Gannon—\$1.00.
 Arts of Tanning, Currying and Leather Dressing, The—C. Moritt—\$15.00.
 Boot and Shoe Patterns—C. B. Hatfield—\$2.50.
 Boot and Shoe Castings—L. C. Headley—\$1.00.
 Boot and Shoe Pattern Cutting and Clicking—F. N. Hasluck.
 Boot and Shoe Design and Manufacture—E. J. C. Swaysland.
 Boot and Shoe Making—J. B. Leno—\$1.50.
 Butt Tanning—W. N. Evans—\$2.00.
 Footwear Advertising—Wm. Barnard—
 How to Find Manufacturing Costs and Selling Costs—Uncle Sam
 Home Mechanics—G. M. Herkin—
 Hides and Skins
 Leather Work—C. G. Leland—\$2.00.
 Leather Industries Laboratory Book—H. R. Procter—\$3.00.
 Leather Worker's Manual—H. C. Standage—\$3.50.
 Leather Manufacture—Stevens—\$5.00.
 Leather Manufacture—A. Watt—\$4.00.
 Leather Dressing—M. C. Lamb, F. C. S.
 Leather Trades Chemistry—S. R. Trotman, M. A.—
 Manufacture of Lubricants, Shoe Polishes and Leather Dressings, The—
 Brunner—\$5.00.
 Manufacture of Leather, The—C. T.—\$12.50.
 Modern American Tanning—Vol. I, \$5.00; Vol. II, \$5.00.
 Manufacture of Leather—Bennett—\$4.50.
 Manufacture of Boots and Shoes—P. Y. Gelding—\$2.00.
 Manual of Shoemaking—Dooley—\$1.50.
 New and Complete Treatise on the Arts of Tanning, Currying and Leather
 Dressing—H. Dunsauce—\$25.00.
 New Industrial Day, The—Wm. C. Redfield—\$1.50.
 Practical Tanning—Flemming—\$6.00.
 Practical Treatise on The Leather Industry—A. M. Villon—\$10.00.
 Primer of Scientific Management—F. B. Gilbreth—\$1.00.
 Standard Pattern Cutting—C. J. Ward—\$1.25.
 Sewing Machines—P. N. Hasluck.
 Soldier's Foot and The Military Shoe—Edw. L. Munson—\$1.50.
 Shoe and Leather Lexicon—\$0.40.
 Scientific American Reference Book—Hopkins and Bond.
 Text-book of Tanning—H. R. Procter—\$4.00.
 Technology of Boot and Shoe Manufacture, The—Crepidam, \$1.50.
 Tanners' and Chemists' Handbook—Louis E. Levi and Earl V. Manuel—\$5.00.

AMERICAN SHOEMAKING PUB. CO.,

212 Essex St., Boston, Mass.

3/8"

Rubber Heels

FOR THE SHOE MANUFACTURER

We are prepared to fill orders on all the standard brands of this style heel and can make up special brands and designs to order for Quantity business.

Drop us a card today if you are interested and our representative will call with samples.

Plymouth Rubber Co.

CANTON, MASS.



**PATENT
SIDES**

**PATENT
COLT**

“P & V” Patent Leathers have behind them the experience of 66 years of successful Tanning.

The skins are picked out for a fine, tight, clear grain. Then a light finish is applied that permits the grain to show through and gives the leather a bright jet black lustre.

Smooth—Tough—Mellow

Pfister & Vogel Leather Company
Milwaukee, Wis.

A WEEKLY JOURNAL OF SHOE FACTORY INDUSTRIAL LIFE AND THINGS PRACTICAL

**Published Every Saturday in the Essex Building, 683 Atlantic Ave., and 212 Essex
St., Boston, U. S. A. \$2.00 per Year, Foreign, \$3.00; Sample Copy 5 cents
Conducted by RUPERT B. ROGERS.**

Entered at the Boston Postoffice as 2nd Class Mail Matter.

VOLUME XLIX.

OCTOBER 11, 1913

NUMBER 2

It is the purpose of AMERICAN SHOEMAKING to render to all of its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit order for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of AMERICAN SHOEMAKING because of its world-wide circulation.

THE NEW TARIFF LAW

With the signature by the President of the new tariff bill on October 3, boots, shoes and leather, shoe machinery and many sundries entering into the manufacture of boots and shoes will be allowed free entry into the markets of the United States.

American Shoemaking has from the first, stood practically alone among the shoe trade publications in pointing out the ability of American manufacturers to meet the changed conditions without serious results and probably with clearer vision so far as export markets are concerned, and has always maintained that the greatest harm which could come to the industry would be brought about through exaggerated statements regarding the disastrous effect on the industry which have been widely circulated with a view to influencing legislation. Such statements have, we believe, inspired needless fear and added to the uncertainties of business in the minds of certain

manufacturers and many members of the wholesale and retail shoe trade.

It is interesting in this connection to read the view of the editor of the Shoe and Leather Record of London, England, on this subject, as it so closely coincides with our own attitude on this question. It will be noted that the editor of the Shoe and Leather Record is willing to confess that "any hope of capturing the American market is idle," and "that the increase of freedom will lead to increased business both ways."

We quote below the comment of our contemporary:

"The American trade papers to hand this week have no word to say about the vote, which has, in effect, made the United States a free market for shoes and leather. Probably they had no more words to say when they realized that their campaign in favor of continuing the duties had failed. For months past the columns of

our transatlantic contemporaries have been filled with prophecies of the terrible things that would happen to American industry if shoe and leather goods were free listed. Now that the blow has fallen, the only paragraph on the subject we find is the following from the 'Shoe and Leather Weekly' of Chicago:—

“ ‘Willis R. Hunt, the well-known Chicago wholesale leather dealer, has returned from a trip abroad. He feels certain that the tanners and shoe manufacturers of the United States have little to fear from European competition, which may result from the placing of leather and shoes on the free list. He visited a number of tanneries and leather stores while in Europe, and found that leather is bringing higher prices in England and Germany than are obtainable here. Hides and skins are advancing in cost abroad, and there is nothing on the other side of the Atlantic to induce lower prices for leather.’ ”

“The above goes to show that, in the opinion of a competent observer, American tanners and boot manufacturers have nothing to fear from foreign competition, tariff or no tariff. The industries with which we are concerned are on a keenly competitive basis in the United States, and the country is well able to supply all its requirements. The position is analogous to that which would be seen here if there was a duty imposed on coal entering Newcastle. Duty or no duty, imported coal would have little chance.

“Still, we would not discourage English tanners and boot manufacturers from entering the American market. When the Underwood Tariff comes into force, which will be soon, though the date is not yet fixed, a good many merchants and agents will be glad to get the exclusive handling of novelties which they can import duty free. And there will be a public to buy such goods. When the wealth and population of the United States are remembered, it is obvious that a considerable sale of imported goods can be effected without making much impression

upon the general market. Just as some American manufacturers have done well here without traceable injury to British manufacturers, so it will be found that we shall be able to send boots to the United States without hurt to anybody. But any hope of ‘capturing the market’ is idle. And any fear on the part of American manufacturers that they are going to be beaten out of the domestic field is groundless. The probabilities are that the increase of freedom will lead to increased business both ways. If we sell more boots and shoes in America, we shall import more, and the competition will wake us all up and be good for everybody.”

MANCHESTER SHOES, TEXTILES AND THE TARIFF.

Manchester, N. H., is the fastest growing shoe centre in the country, according to United States government statistics. Its shoe business has been rapidly developed by firms who are noted for their very efficient methods. Manchester is also an important textile city. Its shoe business is protected by a very low tariff. Its textile industry is protected by a high tariff. Yet its shoe business is growing a great deal faster than is its textile business. Evidently, efficiency has a great deal more to do with the growth of a manufacturing enterprise than has the tariff.

TEMPERANCE AND EFFICIENCY.

“Efficiency in labor means total abstinence,” declared the Crown Prince of Sweden at Hesselholm in 1910: “That nation which is first to free itself from the injurious effects of alcohol will thereby obtain a marked advantage over other nations in the amicable and intensive struggle for existence. I hope that our country will be the one which will first understand and secure this advantage.”

These words of the Crown Prince chime with those of the German Emperor delivered at Murwick in February, 1911: “The nation which takes the smallest quantity of alcohol will win the battles of the future.”

The purchase accounts in the accounting department of a shoe factory are the first and perhaps the largest items in the accounting department, aside from the sales of the finished product. Every transaction passes through a certain routine, that helps insure accuracy. The transactions are recorded in such a way that they may be referred to at any time. This also provides ample protection that insures against errors.

The accounting department has no knowledge of any transaction until the invoice is passed into the department from the entry clerk, after going through the regular office routine, being checked, entered and O. K.'d by the proper authorities. It is then audited and approved by the head bookkeeper and a voucher is then made out, either by the head bookkeeper or the head stenographer, who acts as private secretary to the superintendent in cases where the duties permit.

The modern voucher is an improvement over the old-style method of payment. In part, it resembles the form used by the purchasing agent in buying supplies.

First, because it compels every bill to go through a certain regular routine from its receipt to its payment.

Second, because it is impossible to pay a bill without the auditor, superintendent or members of the firm's knowledge.

Third, because it answers as a ledger account with the creditor and saves opening an account in the ledger.

Fourth, because it is a ledger record of the firm's transactions, distributed to the proper charge account.

Fifth, because the returned voucher is the receipt and also a double check, the same number being on the check that is on the voucher.

Sixth, because it unites the different parts of the firm's transactions with those whom they transact business.

Diagram No. 1 shows the form of a voucher, that is very little different from the order blank that is used by the purchasing agent. The simple form needs no explanation.

On the back of the voucher is the name and address of the firm to whom the voucher is made out,

for what month, the amount and number of check, the date paid, etc.

The receiving clerk delivers the invoice to the purchasing agent

the purchasing agent for correction. When the same is approved, it goes to the entry clerk, then to the superintendent for his O. K. Then it is passed to the account-

No. _____

GABRALTER SHOE COMPANY VOUCHER

To _____ St. Louis, Mo., _____ 191

Address _____

Invoice	Date	DESCRIPTION	Amount	

O. K. _____
Bookkeeper

Signed _____
Supt.

Received _____ 191 from the
Gabralter Shoe Co. \$ _____ in full payment
of above invoices.

Per _____

Diagram 1 Showing Form of Voucher Reduced in Size. Actual Size 5x8½.

after he has checked and O. K.'d it as to quantity, condition, etc. The purchasing agent rechecks it, approves it for quantity, quality,

ing department. These are filed in alphabetical order, and when the statement comes in at the end of the month, it is checked by the

Diagram 2.

price., etc., checking it with the duplicate of the order which he had filed in his office when the order was made. If the quantity is short, quality not up to the standard, the bill incorrect, or other faults, the bill is held up by

invoice. If any are missing, a duplicate is sent for immediately and further action is deferred until the duplicate arrives. When the bills are complete, the head bookkeeper in the accounting department, or the superintendent's

stenographer who acts as private secretary, makes up a voucher, writing on the face of the blank the name of the firm to whom it is made out, the date, amount, description, the date of receipt, etc. All the invoices, statements and the voucher are fastened together so that the auditor may correctly pass final judgment, and the creditor knows exactly what he is getting paid for. On the back of the voucher, the clerk fills out the blank with the proper data concerning the transaction, putting the serial number on the back that is on the face. After the voucher is completed, the invoice and statement attached, it goes to the auditor for his examination and final approval. Then it is returned to the bookkeeping department.

In old methods and systems, a separate ledger was used for each account, but in modern up-to-date methods and systems, the invoices are entered in alphabetical order, according to dates. In either, a special loose-leaf volume or book, especially provided for that purpose, which is known as the voucher register or purchase invoice record, is used.

This record is in two parts and is so arranged that the purchaser is credited with the invoice. All invoices must be entered twice, in order to keep the books in balance, first, the total amount being credited, and second, the total amount, or, if there are different items, they are distributed to the expense columns provided for them. The first is simply an entry record and the second a distribution record. It is best to keep these records on separate sheets so they may be filed separately in the loose-leaf volume.

Diagram No. 2 shows a simple form of the entry record that is easily understood, and a form of the distribution record, showing how different items are distributed.

— Sometimes when duty calls we can't hear it because pleasure keeps up such a racket just around the corner.

BOOTS AND SHOES IN CHINA. American Shoe Cheapest, But of Lighter Weight.

(Vice Consul General Clarence E. Gauss, Shanghai.)

The demand for foreign-made footwear in Shanghai, and in fact in all China, is limited almost entirely to Americans and Europeans. Only a limited number of Chinese have adopted the foreign style of footwear although, of course, since the recent revolution, foreign shoes are more generally worn by the natives than before. A certain element of the student and clerk classes creates the larger part of the native demand, and since as a general rule their means are limited, they seek low-priced goods, regardless of quality, style, or durability. In fact their demand is almost entirely met by shoes manufactured by Chinese and Japanese shoemakers in China at \$1.50 to \$3 gold.

The foreign demand also is met to some extent by the local products of Chinese and Japanese shoemakers, who will make shoes for Europeans and Americans, copied after models usually furnished by the purchasers, at \$2.25 to \$3.25 for shoes, and \$3 to \$4 for boots for those from the Chinese makers, and \$3.50 to \$3.75 for shoes and about \$4 to \$4.50 for boots of Japanese make, usually manufactured of American or other foreign imported leathers of fair grade. The bulk of the foreign demand, however, is supplied by the imported article, both English and American boots and shoes being offered and being about equally popular.

The English boots and shoes are usually more expensive than the American, and as a general rule, are heavier and stouter. Two popular American makes are handled in the Shanghai market and are of the grade that would sell at home for about \$3.50 or \$4.

Perhaps the most popular American men's boots and shoes here are retailed at \$10 Mexican (about \$5 U. S. currency). Other makes of American and English shoes sell for \$12 to \$22 Mexican

(\$6 to \$11 U. S. currency) for men's boots and shoes, and from \$8 to \$25 Mexican (\$4 to \$12.50 U. S. currency) for ladies.'

Tourist Traffic—American Shoe Salesmen.

The market for American and English shoes is not limited, of course, to the 30,000 foreigners in the country and the few Chinese of the better classes who have adopted the foreign style of dress and can afford to purchase higher grade shoes, but extends as well to the tourist traffic, which at certain seasons reaches fair proportions.

Foreign shoes are retailed by the various department stores here, and there is in addition an American shoe store. American shoe salesmen make trips to Shanghai at intervals, usually in connection with visits to the Philippines. The representatives of a well-known American manufacturer have recently covered the field and have had quite satisfactory results.

The import duty on shoes under the Chinese treaty tariff is 5 per cent ad valorem, to which is added a special tax of 3 per cent of the tariff duty on goods imported at Shanghai, under the arrangement for providing funds for the Whangpoo Conservancy work.

Representatives of American manufacturers visiting this market should be authorized to arrange reasonable credit terms of, say, two months or more. This is not a necessary measure on account of the financial standing of their purchasers by any means, but is a margin of time which enables them to await favorable exchange. Such credits, I understand, though usually granted are not always availed of for their full term, the Shanghai importers making remittances whenever the exchange market is favorable.

The high order of merit which attaches to the American shoe has made for it a good market in many foreign fields, and so far as the limited China market is concerned, it is finding a ready sale. Any immediate increase in the de-

mand cannot be expected, however, among the Chinese.

The masses generally are quite content with the inexpensive and comfortable native shoes which custom prescribes and economy dictates. Even though a demand for foreign-style shoes were created among them, it is not probable that the American product could compete with the shoes from Japan, whose low-wage labor and low freights enable her to place shoes in this market at very low prices.

(Consul General George E. Anderson, Hongkong, British China.)

Foreign Shoes in Hongkong.

American and other foreign manufacturers of shoes are commencing to obtain a hold upon the shoe trade of Hongkong's trade territory, the change coming largely through the Chinese department stores. As has been indicated in previous reports, some years ago the import of foreign shoes which had formerly existed almost entirely for supplying European and American residents of Hongkong and Chinese ports commenced to reach considerable proportions by reason of the increasing use of foreign-style footwear by the well-to-do Chinese.

In keeping with the increased demand for such footwear a factory was started in Hongkong equipped with modern American shoe machinery and factory equipment and using American or other foreign leather. It was prepared to furnish the latest style footwear in competition with home factories, taking advantage of low-priced Chinese labor. In the meanwhile the increasing ability of Chinese shoemakers working without machinery but with imported leathers to copy foreign-made shoes at a price which American or European makers could not touch gradually took support away from the local factory, and effectually cut into or at least restrained the development of the foreign import trade in footwear. The Hongkong factory went out of business, and for some time the imports of foreign

footwear, in spite of notable changes in Chinese dress, were almost stationary.

Increase in Imports.

Within the past year, however, because of the increasing demand for foreign style footwear and the inability of local shoemakers to satisfy the fine trade, and because American and other manufacturers are commencing to understand the special needs of the Chinese trade, there has been a notable increase in imports of foreign-style shoes.

The Chinese department stores in Hongkong and Canton carry fairly large lines of shoes of American and English make and an increasing number of small Chinese shops are carrying such goods. There are also increasing stock of American and other shoes in various gentlemen's supply houses and in the shops and stores catering to foreign clothing trade generally, but the greatest increase in the trade has been through the department stores and small native shops.

The grades now forming the bulk of this special trade are of the cheapest and the styles generally are narrow-pointed toe, fancy finish, lightweight stock. In these cheap department store stocks there is a large, almost surprising, amount of goods of English manufacture—goods not usually of a style or grade common in British manufacture. The sale output of these stores is interfered with greatly by a lack of modern conveniences for handling customers, fitting shoes and displaying goods. The stocks as a rule are not well chosen as to sizes, but it should be noted in this connection that the general run of sizes for foreign trade is much different from that for Chinese trade and a large range of sizes in stocks of only medium volume must be maintained. At the same time trade with Chinese in such goods is still more or less experimental.

Character of Footwear in Demand.

The trade is almost exclusively in men's shoes. While the use of foreign-style footwear by Chinese

women who can both afford and wear such goods is increasing, and the sight of Chinese women with foreign shoes is becoming more and more common in the streets of Chinese cities, there is comparatively little demand in the Chinese department stores or among the Chinese generally for women's shoes, for the class of Chinese women who can afford foreign-style shoes generally are women with bound feet. There is a demand for special shoes for bound-foot women, which are necessarily made upon a special last and with special structure. Several American manufacturers are considering the possibility of making factory arrangements for the manufacture of such footwear, but the initial expense is a deterrent which so far has prevented the closing of any contracts. Local native shoemakers turn out a fair shoe of this description at a low price. The Hongkong factory, equipped with American machinery, made a specialty of the manufacture of these straight-last shoes and found ready sale for such portion of its output.

The disposition of the fine trade in Hongkong and outports to turn from the native hand-made shoe to fine American footwear has led to the establishment in Hongkong in recent months of special agencies of American manufacturers making especially high grade shoes, and so far these agencies have been unusually successful.

—There is a ninety-pound pressure on the inseam at the welt sewing machine, while there is much less at the turn sewing machine. The writer refers to welt-ing men's shoes and wants to show the importance of a high pressure during the formation of the stitches. Some operators will increase the tension on the tension-wheel when a tight seam is desired, but that means a strong thread. It is possible to get more tightness of seam by compressing the various substances together before and during the formation of the stitches.

NEW METHOD OF FINDING TACKS IN SHOES.

An Ingenious Device Locating Instantly all Tacks Projecting Through the Sole.

A source of great annoyance to shoemakers has been the difficulty in locating tacks in those parts of the shoe which have heretofore been hidden from view.

With this new device, it is possible to locate, by actual eyesight, every tack or rough protuberance anywhere on the inside of a shoe. With especially designed shoe clippers, it is then very easy to cut the tack points much closer to the innersole than formerly, where everything was done by the "feel" process.

One operator will examine 1500 to 1800 pairs of shoes per day, absolutely locating every tack and precluding any future unpleasant experiences.

For use in women's shoes, a different shaped mirror is necessary in order to make possible peering beneath the box toes of the high arched, pointed or narrow toed shoes.

The lighting device consists chiefly of a mirror and a small 8-candle, 6-volt Tungsten burner, which combine to make visible, on

Aside from the hardships experienced in finding the tacks are the after effects of injury done to the wearers of shoes by tacks projecting through the innersole and causing foot bruises, frequently poisonous in their nature. It is not an uncommon thing that damage suits have followed the more serious cases of poisoning from rusty tacks.

An ounce of prevention is worth more than many pounds of cure in this case, for where the Tack Detector has been in use for months, not a single complaint of protruding tacks has been registered against manufacturers using this device.

It has always been more or less dangerous to the operator himself to feel for tacks hidden under the toe and, after they have been located, to properly eliminate their obnoxious points.

insertion of the device into the heel of the shoe, a perfect image of the inside clear to the toe. A voltage reducing coil accompanies this device, which makes it possible for the 6-volt lamp to be used with either alternating or direct current.

A large number of these equipments are in use in many of the larger and up-to-date factories, both American and foreign. It is a simple thing, yet it is just what is needed in every packing room.



Standardizing Shoe Patterns

Cost of Equipment, Die Cutting.

ARTICLE VII

When the lasts are properly standardized, this one set of cutting dies will cover a range of styles comprising different heights of heels, also different styles of toes, that keeps cost of outfit within limits of the ordinary manufacturer.

John E. Lawton

Equipment cost for dies (old way) 1 set of dies:

Women's 6-inch high, three-quarter foxed button boot, sizes 2 to 8, half sizes.....	283 dies
Same equipment on this System, sizes 2 to 8,	
Total gain	113 dies
half sizes	169 dies

Equipment cost for dies (old way) 1 set of dies:

Women's 6-inch high, polish, three-quarter foxed, sizes 2 to 8,	56 dies
Same equipment on this System	36 dies
Total gain	20 dies

Equipment cost for dies (old way)

Women's 4-button oxford, three-quarter foxed, sizes 2 to 8, half sizes	336 dies
Same equipment on this System	70 dies
Total gain	267 dies

Equipment cost for dies (old way)

Women's lace oxford tie, three-quarter foxed, sizes 2 to 8, half sizes (no vamp or tip)	26 dies
Same equipment on this System	00 dies
Total gain	26 dies

Small quarter and lining button oxford will cut the lace oxford.

Comparison of Cost.

4 Styles of women's shoes. 1 set of dies (old way) required a total of

Same equipment on this System	701 dies
Total gain	219 dies
Total gain	487 dies

When the lasts are properly standardized, this one set of cutting dies will cover a range of styles comprising different heights of heels, also different styles of toes, that keeps cost of outfit within limits of the ordinary manufacturer.

As previously noted, this system makes it possible to use one set of dies to cover four widths of lasts, with satisfactory results. We recommend that the cutting dies be made without any size marks on them, the sizing of the cut work to be done after the work has been sorted and put up for the tag they are to be made up for, and this operation to be done just before work goes into the stitching room. Then any method for marking can be used.

To cover four widths of lasts, B. C. D. E., the usual procedure is to use two sets of dies, covering each two widths, that is, B and C for one, and D and E for the other. With our system the equipment of one width of dies covers the above four widths of lasts. The difference in number of dies used on outfit of two widths of dies being approximately 1400 dies as against the outfit requiring one set of dies amounting to 200 dies—a saving of 1200. This represents a saving of 1200

dies on four different style shoes and is accomplished by the interlocking, interchangeable method used by this special grading.

List shows a gain of 226 dies saved in fitting up one line of shoes, as compared to the old method, sizes 1 to 9.

No mention is made of top facing patterns, as this part of the shoe is taken from a roll of leather, same as ribbon facing: the ribbon or roll of leather is fed into a gauge on the machine that stitches the top facing on the cloth quarter lining. While the outsides are cut half sizes, the cloth quarter lining is cut as a whole size, the whole and half size cutting on the same die, all unnecessary patterns or dies are omitted.

This system presents the shoe in a different light when made as compared to the old method of grading patterns for dies.

The sizes 2, 4, 8, are about the same height, the largest size is pulled down in height, the smallest size is raised up in height, neither of these changes will be objected to by the purchaser, but they will be sure to cause a vast amount of discussion from the people who have been placing on the market patterns and dies, graded the old way.

Cost of die equipment for women's three-quarter foxed button boot—Sizes 1 to 9, including half sizes—total number of pieces each part, amount 17.

Parts	Amount	Usual way to order
Large quarter, right and left die.....	34	34
Small quarter, right and left die.....	34	34
Button fly, right and left die.....	2	34
3-4 foxed vamp, right and left die.....	34 save one set	34
Heel foxing, right and left die.....	4 save one set	34
Tips,	4	9
Large quarter lining	9	34
Small quarter lining	9	34
Vamp doubler	3	9
Button fly lining	2	34
Button fly filler	1	2
Button stay	2	4

296

Extra for press vamp and foxing..... 68

New method	138	Regular way	364
------------	-----	-------------	-----

Total gain 226

A comprehensive study of the subject for a standard covering a period of 30 years, and close contact with the ablest men engaged in the manufacture of shoes, also comparisons made with standards and designs that have proved correct, qualifies beyond any question the correctness of the statements herein made.

While this is a radical departure from old methods, results upset all preconceived theories as to how a result may be obtained.

Here's a Vital Point.

Still another departure we make in equipment, on a three-quarter foxed or seamless vamp allows the same vamp made for a boot, to be used on a low cut or oxford tie shoe, the only expense for shoe work is the dies for tops and linings, the system enables you to use the vamp.

To make one standard cover several lines of lasts, assuming that the lasts are standardized, or nearly so, with different styles of toes, and heights of heel, it is necessary to work along scientific lines, and produce a result mathematically correct.

1st—Group into different lots, the lasts as they stick for length.

2nd—Arrange each group, for the same length on size stick, that agree on instep.

3rd—Arrange each group, for the same length on size stick, that agree on toe spring.

4th—Make shell of each, and mark numerically, group No. 1, group No. 2, etc.

5th—Average the last models to strike between high and low toe last; this will give a foundation, or basis to draft patterns from.

6th—Making standards as per rule No. 5 will throw a shell for upper pattern that should fit correctly any number of lasts in a manufacturer's outfit.

7th—The toe of outline must be large enough to cover the widest toe last in the outfit.

8th—All wide toe lasts are shorter than the last with a narrow toe, as a result of this difference in length, the same pat-

tern will fit the two styles when provision is made for the wide toe last.

9th—Standard for pattern must be large enough for the narrowest shank shoe in the outfit, at the inside shank. This is important; see that the upper covers the channel at the inside shank when shoe is lasted.

10th—The pitch of leg is determined by averaging heights of heels in line on women's shoes. 14-8 inch proves a good average, so we place the center at 29-16 inch for pitch of leg for standard for upper patterns.

11th—Select the last that is considered the best seller in the line. Center all trials on this last, as this group of lasts should represent a correct basis to work from.

12th—When patterns are proved correct for this last, and it is reasonable to assume that most of the lasts are closely related to this best seller, only difference being style of toe and height of heel, we are now in a position to get out our standard, or foundation for the upper pattern.

The next step is to prove extremes:—sizes 2, and sizes 8, and make trial shoes on these sizes.

It is proper to state that the results wanted must be had from hand method grading, owing to the irregular grade required for this special work.

Another valuable invention lately patented relates also to the welt sewing machine and performs the work heretofore left entirely to the welt guide. A blade or finger is motioned back and forth in due relation to the other parts to force the upper next to the shoulder of the channel and thereby helps greatly in sewing a tight seam on a heavy shoe. When the upper stock is thus brought where it belongs on the insole, the thread is less liable to break at the setting of the stitches and the between substance of the sole is also less liable to rip.

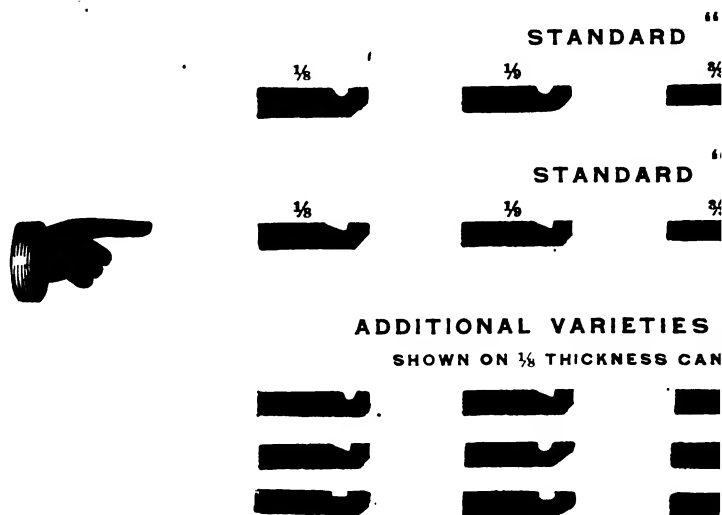
Buy Your Good

GROOVED and

AT NO ADDITION

This operation—hitherto an additional both
OUR PROCESS. We can supply any possi

Note the following cuts showing



The Advantages of Buying Welting Already

1. Absolute elimination of joint or-lap trouble
2. A saving of 4 to 6 inches of stock on every
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BROCKTON RAND COMPANY

Year Welting BEVELLED

NAL EXPENSE.

er and expense to you—is now a PART OF
ple variety of Groove that you may desire.
ross sections of Grooved Welting.

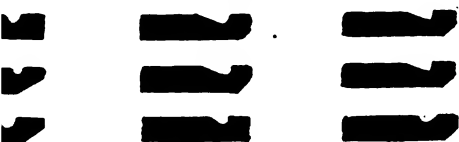
1/2" GROOVE



3/4" GROOVE



OF GROOVE AND BEVEL IE ADAPTED TO ANY WEIGHT



ady Grooved by Our Process:—

ple.
y reel. (We start grooving at the very end)
oyance of grooving.
e a groove of ABSOLUTE UNIFORMITY.

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NY, Brockton, U. S. A.

The Keith System

(PATENTED)

**—for sticking any sort
of tap or middle-sole**

on any kind of leather, wet or dry,
Oak, Union, Hemlock, Chrome,
Paraffined or Viscolized.



The Keith System

(PATENTED)

has never as yet failed
to do the work in a sa-
tisfactory manner when
properly used.

IRVING L. KEITH
Haverhill, Massachusetts, U. S. A.

MARLBORO NOTES.

—Eddie Barry has resigned his position as foreman of the treeing room of the S. H. Howe Shoe Co. and will return to his old position as foreman of this department with the E. E. Taylor Co. of New Bedford, Mass.

—Thomas Cole, who was formerly in charge of the treeing department of the S. H. Howe Diamond "F" factory, is now assistant foreman of the finishing department.

—The cutters of the Ashby-Crawford factory were ordered to report for work again Thursday, Oct. 2.

—Richard Manning, foreman of the treeing department in the Ashby-Crawford factory, returned to work last Monday after a two-weeks' vacation.

—The Main street factory of Rice & Hutchins are turning out about 3,000 pairs of shoes per day.

—The O'Keefe shoe factory was closed last Thursday, Oct. 2, on account of the funeral of Mrs. O'Keefe, mother of O. J. O'Keefe, superintendent, and T. J. O'Keefe, assistant superintendent. Mrs. O'Keefe's home was in Peabody, Mass.

—John Carney has concluded his services as assistant foreman of the finishing department of the S. H. Howe Shoe Co., to become foreman of the Star Shoe Co. of Montreal, Can.

—One hundred and fifty dozen pairs of shoes per day is the present output of the O'Keefe Shoe Co. of this town.

GENERAL NOTES.

—Many Boston leather houses have now placed on their front doors signs to the effect that their stores will be closed at 12 o'clock on Saturday the year around instead of at 1 o'clock as heretofore. This is the outgrowth of a petition that has been widely circulated throughout the trade with excellent results. These new signs are attractively gotten up and are the gift of a leather man who is interested in this matter.

—Most of the departments of the Isaac Prouty & Sons' factory, Spencer, Mass., have begun work again after the semi-annual invoice season. During the summer most of the rooms have been on the five-day-a-week basis, but it is expected that through the winter months they will return to six days a week. About 1500 people are employed in this factory.

—A new two-coat sole laying cement, recently developed, is made by an entirely new process and is sold with privileges of return without charge for amount used if, after trial, "it is not better than any two-coat sole laying cement ever used." This product is offered by the Ellis Cement Co., Malden, Mass.

PERSONALS.

—Frank A. Kollock, prominent in the shoe industry of Lynn, Mass., for more than a quarter of a century, died at his home in Nahant, Mass., Oct. 1, from heart failure. He had a shock in the spring, but was supposed to be in the best of health, and had been at his office in Lynn up to the day before his death. Mr. Kollock was born in Westbrook, Me., Nov. 19, 1855. He went to Lynn forty years ago and engaged in the shoe business. At the time of his death he was a manufacturer of slippers. He leaves a wife, three daughters and two sons.

—Joseph Wichert, of the firm of Wichert & Gardiner, Brooklyn, N. Y., is off on a short European business trip.

—Mr. Fred Collins has accepted a position with P. W. Milor & Son, Batavia, N. Y., as superintendent of their factory. He has been for many years with the United Shoe Machinery Co. of Rochester, N. Y., in charge of their welt room.

—James S. Dolan, who has charge of the hide and skin department of Carlovitz & Company, Shanghai, China, was in Boston recently. Accompanied by his bride, he left Boston Sept. 24, returning to Shanghai via Vancouver and Japan. Mr. Dolan was connected with some of the large Boston importing houses before going to China, where he has been for three years past. Carlovitz & Company do a large export and import business.

—Paul S. Hanisch, of the firm of Paul S. Hanisch & Co., leather factors of London, Eng., is in Boston. Mr. Hanisch is accompanied by his wife.

—Tom Sawyer, general superintendent of the Thomson-Crooker Shoe Co., Roxbury, Mass., is again at his work after an illness of several weeks.

—Rumors are afloat to the effect that Fred J. Drey, who has been with the All Wear Shoe Co., Catawissa, Pa., as superintendent, is to open a shoe factory in the near future. No definite information is given as to the location, but it is surmised that it may be Catawissa or Bloomsburg, Pa.

—Mr. C. E. Lepine has accepted the position of general manager of the O. B. Shoe Co., Drummondville, Can. For the past six years he has been with the Kingsbury Footwear Co., Maisonneuve, Can., as superintendent of their factory.

—Tom Mann, the English labor leader and advocate of syndicalism, who is in St. Louis, Mo., says he intends to investigate the condition of shoe workers in St. Louis and of steel mill employes in Granite City, Ill.

**IF IT BEARS
THIS MARK**

**You Can Rely
Upon The Quality**

United Shoe Machinery Co.

Boston, : : Mass.

New Patents in the Trade.

What They Are About and the Claims Made for Them.
Tabulated List of Patents Issued on Shoe Trade
Devices.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information regarding which may be had through application to the office of American Shoemaking.

Fitting Device for Boots and Shoes—No. 1,074,406, to Joseph Borel and Francois Grange.

Shoe Heel Nailing Machine.—No. 1,074,469, to John F. Salaba.

Boot Protector—No. 1,074,378, to Friedrich Nussbaumer.

Boot or shoe—No. 1,074,127, to John Beverley MacLaughlin.

BUTTONHOLE STITCHING MACHINE.

No. 1,073,244.

Letters patent have been granted John Kiewicz on an invention which relates to buttonhole stitching machines, and more particularly to the "under sewing mechanism" of a but-

is relatively movable so as to enable the stitching to be carried along the sides of the button hole and around its end or ends. Such stitch forming mechanism comprises usually an eye-pointed needle carrying the upper thread and, below and opposed thereto, the so-called "complemental stitch forming mechanism" or "under sewing mechanism," which carries and operates an under thread in co-operation with the needle carrying the upper thread.

The principal object of the present invention is to improve the operation and the mechanical fitting of the under needle whose path of movement and surroundings present certain difficulties, as will be hereinafter explained.

REMOVABLE TREAD FOR HEELS.

No. 1,074,070.

Letters patent have been granted Richard Steinpach on an invention which relates to means for removably connecting a tread or top lift of leather, rubber or metal, to the

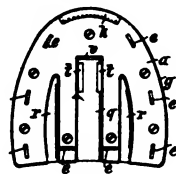


Fig. 2

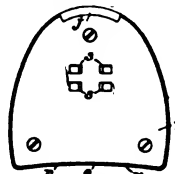
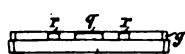


Fig. 4



ton hole sewing machine, the invention being shown applied for convenience to that type of machine known to the trade as the "Reece" button hole machine wherein a stitch frame carrying the stitch forming mechanism on the one hand and a work clamp or support on the other hand,

heels of boots, shoes and the like, and it is the object of the invention to provide fastening means which will withstand any strain resulting from normal use, which can be easily removed and does not mar the appearance of the boots or shoe.

In carrying out the invention me-

LESSEN THE COST OF ATTACHING

DEPT. A, BOSTON, MASSACHUSETTS

WINSLOW BROS. & SMITH CO.
SHEEPSKINS AND CABRETTAS

TANNERIES: NORWOOD and PEABODY, MASS.

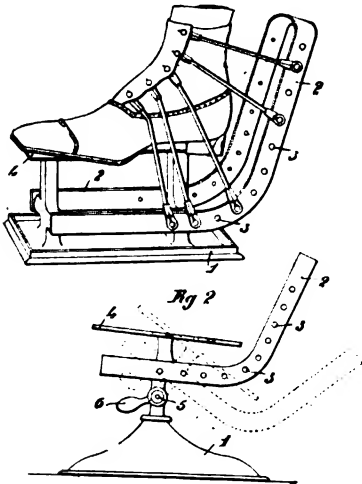
BOSTON NEW YORK CHICAGO ST. LOUIS
66 Lincoln Street 12-14 Spruce Street 150 West Lake Street 14th and Locust Streets

tallic plates having a flange or rim extending around the edges are secured to the heel and the tread, the flange of the tread plate being adapted to snugly fit into the flange of the heel plate and both flanges interlocked at a number of points. The rearmost portion of the flange of the heel plate is provided with a lip adapted to engage in a seat or pocket between the tread and its cover plate. The front portion of the flange of the heel plate is provided with slots to receive locking bolts or catches engaging in seats or pockets in the tread plate. To retain said bolts in position the central bolt is split lengthwise to form two resilient bars, the outer edges of which are provided with notches in which engage teeth projecting downwardly from the heel plate and passing through slots in the tread plate.

FITTING DEVICE FOR BOOTS AND SHOES.

No. 1,074,406.

Letters patent have been granted Joseph Borel and Francois Grange on an invention the apparatus of which is intended to be used for the purpose of indicating exactly the position to be occupied by buttons on



a boot, in order to insure perfect fitting of the latter, whatever be the shape and the size of the foot.

This apparatus can be used either for press buttons, for ordinary buttons or for buttons with hooks and the like.

A construction according to this invention is shown in the accompanying drawing.

—E. P. Nutter has resigned his position of the Monadnock Shoe Co., Keene, N. H. On leaving he was presented by his associates with a very handsome gold watch and a Knight of Templars charm.

NOTICE

A shoe manufacturer making women's, misses' and children's shoes who has discontinued business has stock and supplies from cutting room throughout the factory.

New goods now for sale at a bargain if sold at once. Also machinery and shafting. Electric motor and office fixtures.

George E. King
Appleton National Bank
Lowell, Mass.

Mr. Ernest J. Wright

is desirous of representing known leather houses (or other lines) for the English ground, especially Northampton and district.

WRITE

108 Abington Avenue,
Northampton, England.

Appointments: Leather Fair, London)

**Don't
Use
Sizing**

**Our Patent Sized
Gold Leaf**

saves 5 to 10% in cost of embossing. ¶ Stops waste of gold leaf.

¶ Produces BETTER results with less labor than any other method.

OUR GOLD LEAF

**Will Not Tarnish
or Change Color.**

We carry in similar form
SIZED ALUMINUM

F. W. RAUSKOLB

103 ARCH ST., BOSTON, MASS.

Agents for Great Britain
LIVINGSTON & DOUGHTY, Ltd.
LEICESTER, ENGLAND

BROCKTON NOTES.

—The entire stock of the last manufacturing plant of Bachelder & Co., on Ames street, Brockton, has been sold to Masterson Bros. on Franklin street. They will move it all to their place, and the increase in machines and fixtures will enable them to double their business.

—Brockton made a good showing in shoe shipments considering the number of factories that were closed during the Fair. From shipping points there were forwarded 3706 cases from Brockton Centre 4930 cases from the South End, and 5064 cases from the North End, making a total of 13,701 cases. The total shipments to date are 551,217 cases, and for the same period in 1912 the shipments were 550,140 cases.

—Charles E. Pettigrew, foreman at the factory of C. S. Pierce in Brockton, took first prize, a blue ribbon, in the "Runabout" class at the Brockton Fair last Wednesday. This is the first time in the history of the fair, a period of forty years, that a Brockton horse ever won a blue ribbon.

—The Brockton Association of Superintendents and Foremen entertained visitors from Boston, Worcester, Providence, Beverly, New York, Haverhill and Montreal, and towns along the South Shore.

—Walter Rapp was chairman of the committee that had charge of the escort and entertainment of Governor Foss, his staff, the members of his council, the Massachusetts delegation in Congress, and the consuls located in Boston.

—Fred Morrill, junior member of the firm of Slater & Morrill in So. Braintree, died at his home in Lynn last Monday, after a long illness of Bright's disease. Their business was formerly in Brockton, in the factory now used by the Brockton Rand Co. Before coming to Brockton, Mr. Morrill was in the employ of C. A. Coffin & Co., of Lynn. Mr. Coffin has retired from the shoe business and is now president of the General Electric Co.

—At a special meeting of the Brockton Association of Superintendents and Foremen, held Tuesday evening, final arrangements were made for entertaining their guests during the "Fair." The committee in charge of the affair is John J. Wilde, J. K. Farren, William E. Oliver, W. H. Appleby, Eben Baker, M. J. McCarthy and Charles G. Mansfield.

—The offices of the United Shoe Machinery Co. at Brockton were finely decorated with flags, streamers and bunting during the four days of the Brockton Fair.

—Rupert B. Rogers, publisher of "American Shoemaking," was an attendant at the big Brockton Fair last Wednesday.

CANADIAN GLEANINGS.

ST. THOMAS, ONT.

The E. T. WRIGHT CO. are finishing up the season and expect to move into their new factory within the next few weeks. This new factory is about finished and is a fine brick and concrete structure, 50 by 150 feet, four stories high, and basement, and compares favorably with the best factory in Canada. When located in this factory, this enterprising firm expect to double their output. This firm's goods have a fine reputation in Canada, and their trade is increasing very rapidly. Mr. E. E. Donovan of Rockland, Mass., is superintendent.

—The Nursery Shoe Co., of St. Thomas, Can., are running on eight-hour time and, while business is coming a little slow, yet the outlook is good for the coming season. This firm makes a good line of misses', children's and infants' McKays and turns, and have a good one-story brick factory, with a capacity of fifty dozens per day. Mr. F. H. Metcalf is manager and buyer, and Mr. E. Weaver is superintendent.

LONDON, ONTARIO.

—The Cook-Fitzgerald Co., London, Ontario, are fairly busy and anticipate a good business for the coming trade. This firm makes a fine line of men's and women's welts, which retail from four to six dollars per pair. Mr. Fred Lovell is superintendent and buyer.

—The Murray Shoe Co., London, Ont., are very busy turning out a fine line of men's high-grade welts, and are contemplating the manufacture of an extensive line of women's high-grade welts. This is one of the best appointed factories in Ontario, and under the able management of Mr. Blachford and Supt. Walter Stevens may be expected to materially increase the business by the addition of ladies' welts.

BERLIN, ONT.

GOMLAY & FOGELBERG, Ltd., is a new firm recently organized and located at this place. Mr. Chas. F. Fogelberg was recently superintendent for Getty & Scott of Galt, Ont., and has had a long and varied experience for years, being superintendent for the F. Mayer Boot & Shoe Co. of Milwaukee, Wis. Mr. S. R. Gomlay joins the clerical end of the business, being especially fitted for such duty, and such a combination spells success. The firm is finely settled in a temporary factory with a capacity of five hundred pairs per day, and are building a fine factory at Five Corners, which is well under way, now up to the second story. This will be a strictly modern factory with every convenience, and strictly up to date. They hope to be turning out shoes in this new factory by

(Continued on Page 83.)

Our Kid and Box Calf Dressing

has been used by Brockton shoe manufacturers for a generation. It is free from foam and produces a clean, clear, bright black finish.

Our Russet Leather Softener

stops over 90 per cent of the cracked tips on russet shoes wherever used.

We also manufacture Rubber Cement,
Finishes, Welting Cement, etc.

AVERELL & THAYER, Brockton, Mass.

THE NEW DOUBLE HEAD NAUMKEAG PNEUMATIC BUFFING MACHINE

The Naumkeag Buffing Machine Company whose machines are used by all the leading shoe manufacturers in every country where shoes are made throughout the civilized world, is now placing upon the market its new Double Head Pneumatic Machine. This machine, we believe, will be fully appreciated by the operator as well as the manufacturer.

The machine has two independent heads, giving the operator the advantage of two separately regulated air cushions and abrasive coverings, one of which can be used for buffing out the grain in the shank of the shoe, and the other for cleaning and smoothing the entire shoe, thereby completing the two operations of shanking out and cleaning the shoe in one handling.

Every operator will appreciate the improvement, as he will save handling the shoe a second time, as well as change pads for shanking out and cleaning the shoe in one case, which will enable him to do much more work in a given time and with less effort.

The manufacturer will certainly appreciate the improvement in the looks of his shoes, and the saving of one handling means a great deal to a fine shoe. The saving in time also means a saving in machinery, room and power.

Write for Further Information to
Naumkeag Buffing Machine Co.
BEVERLY, MASS.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Things look better in Lynn. Salesmen on the road are sending in very good orders for shoes for next spring and summer. Manufacturers are making progress in their efforts to establish graded price lists. Optimistic Lynners hope that the city will be back to its old-time prosperity by the end of the year.

—The new tariff law has caused no apparent changes in Lynn shoemaking. Buyers for shoe factories are able to find scarcely anything cheaper because of the reduction in duties. Leather, both sole and upper, is going higher. Even fabrics are advancing. Manufacturers are predicting higher prices for shoes for 1914.

—The manufacture of McKay welt shoes is rapidly increasing in Lynn. These shoes are made on McKay machines. They have a welt fair-stitched on them. They look like welts. They are made for women, misses and children. They fit in between low price welts and high price McKays.

—The Lasters' Union in Lynn has an article in its by-laws which forbids the Union to consider a reduction in wages. As a consequence, the union is taking no part in the conference to establish graded price lists in Lynn.

—It is reported that one of Lynn's large manufacturers of staple shoes for women has been doing business lately at a profit of one cent a pair. He considers the margin too narrow for safety, and contemplates a change in his business, which will give him a wider margin of profit.

—Signs announcing that there will be no power, Monday, Oct. 13, have been posted on nearly all the factories of Lynn. This means that shops will be shut down for the observance of Columbus Day.

—Amos T. Stocker, for many years a member of the firm of Howe & Stocker, makers of turn shoes, Lynn, died at his home in Middleton, Mass., Friday, Oct. 3, of Bright's disease.

—The white sole leather department of the George C. Vaughan tannery at Peabody is running day and night.

—The Danvers Leather Co., manufacturers of leatherboard, Danvers, has been compelled to shut down, because the board of health has forbidden it to discharge its sewerage into a town brook.

—R. J. Breed has retired from the firm of Breed & Cass, manufacturers of cut soles, Liberty Square, Lynn. The business will be carried on as usual, under the old firm name by W. L. Cass.

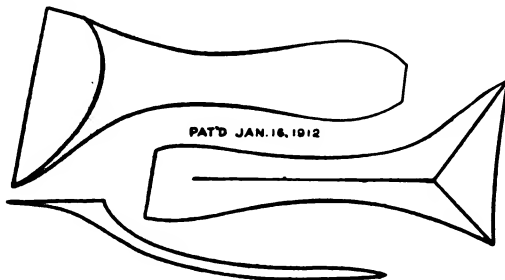
—A Peabody maker of calf leather says that he cannot supply the demand for heavy calf leather which comes from makers of shoes for men, boys and youths, but light calf leather moves slowly. Formerly, he had a very good market for light leather among makers of women's shoes, but the large use of fabrics for tops of women's shoes has cut into his sales.

—The shoemaking industry in Marblehead seems to be in a substantial condition. Manufacturers have a fair volume of business, and shoemakers are pretty well employed at good wages. The town makes a specialty of turn shoes for misses, children and infants. It has a considerable foreign trade, especially with the West Indies.

WITH MARYLAND FIRM.

Roger Whipple, of Beverly, Mass., has become a member of the firm of the Hagerstown Boot & Shoe Co., Hagerstown, Md., and gone to that city to make his home there.

The Style of a Shoe



depends to considerable extent upon the shank. The latest style in HIGH GRADE shoes is the

**"Egg Shape" and
"Cottage Bottoms"**

To meet this requirement we have produced a new Custom Shank made of selected leatherboard. Cheaper and better than solid leather,

MOORE & CO.,

Manufacturers of Shanks
of all kinds.

Malden, Mass.

(Continued from Page 79.)

January 1, 1914, with a capacity of 1700 pairs per day. The line of goods already being shown to the trade by their salesmen are, without a doubt, the best line of women's McKays your correspondent has seen in Canada, and the way the orders are coming in is a surprise, notwithstanding the salesmen have been out with this line less than four weeks. We wish you well, Messrs. Gomlay & Fegelsonberg.

AYLMER, ONT.

—The Aylmer Shoe Co., Aylmer, Ontario, are finishing up the run and are making preparations to start shortly on their next run. This factory is turning out a line of men's fine shoes, and the business is growing continually under the management of Mr. Frank Wagner. Mr. Harry Dunning has charge of the fitting room.

TILLONSBURG, ONT.

—Snedcor & Hathaway Co., Ltd., recently moved to Tillonsburg, Ont., from Detroit, Mich., are located in their new factory, which is of modern construction, and having a capacity of 100 dozens per day. The line of goods made are men's unlined, McKay, Standard Screw, and pegged. Although but recently located there, the factory is very busy and turning out goods well up to their capacity. Mr. Jos. Murdock is general manager and buyer, and under his management much may be expected of this factory from the start.

BRANTFORD, ONT.

The Brandon Shoe Co., Brantford, Ont., are busy turning out a good line of men's welts at popular prices, and report business prospects very good for the coming season. Mr. A. A. Brandon is manager and superintendent.

—It is reported that the cutting department of the Forbush Shoe Co., North Grafton, Mass., will return to work this week, after a layoff of several weeks.

BOOT AND SHOE CLUB MEET.

The Boston Boot and Shoe Club will hold its opening dinner at Hotel Somerset, Boston, on Wednesday, October 15. The guest of honor will be Hon. Curtis Guild, former Governor of Massachusetts and made ambassador to Russia.

Music will be furnished by the Philharmonic Orchestral Club under the direction of Mr. A. H. Handley. The meeting will be known as "Get-to-together" night. Special efforts will be made to make new members at home.

—The machinery for the enlarged factory of the Tomahawk Shoe Co., Tomahawk, Wis., having been installed, work was begun in the factory last week. They now employ 75 hands and will have a capacity of about 800 pairs of shoes a day.

WARNING!

Boot and shoe manufacturers and others are hereby notified that the purchase and use of any rubber device for the protection of the edges or bottoms of boots and shoes, similar in character to the Novelty Edge Protector, manufactured and sold by us will constitute an infringement of our patent Number 1,041,830, Dated Oct. 22, 1912, and that all necessary steps toward the protection of our rights will be taken.

All orders for Novelty Edge Protectors or modifications of the protector, as at present made, should be negotiated directly with the Company.

Novelty Selling Co.,

683 ATLANTIC AVE.
BOSTON, MASS.

ONE of New York City's biggest Department Stores requires all Suede Leather used in their Boots and Shoes to be Backed, because seams do not pull out and the shoes stand up and hold the good shape put in them by a stylish Last. Acme Backing Cloth, made of New, Live, Soft Gum and Soft Cotton Cloth, applied with a moderately hot iron, is, **SHOE LIFE INSURANCE**. Premium—about 2c. per sq. foot.

Sample $\frac{1}{2}$ yards free on request.

PETERS MANUFACTURING COMPANY

304-310 East 22nd Street, New York City

43-53 Lincoln Street, Boston, Mass.

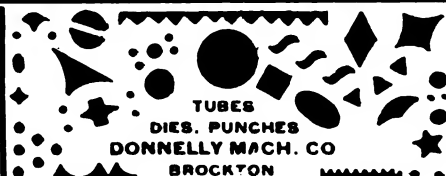
Backing Specialists—3 Generations



K. & S. DYE

Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

KENT & SMITH LYNN, MASS.



Jobbers in Manufacturers Cut Soles

Cut Soles

Sole Leather and Offal

43 N. MONTELLA ST. BROCKTON

GORDON & BERMAN

23 SOUTH STREET BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of
SHOE ORNAMENTS

PATENT SPECIALTIES } "CLINCH-ADJUSTO"-BOW
"O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut Shoe Supplies of
Every Description

National-Shoe-Findings-Co.
LYNN, MASS.

J. E. KNOX

ACCEPT NO SUBSTITUTES

J. V. KNOX

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, . . LYNN, MASS.

Novelty Edge Protectors

Save money in the packing room.
Make tip repairing easy.

Keep fair-stitching and edges clean

NOVELTY SELLING CO.

67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies **Brockton, Mass.**

Men's and Women's

TAPS

PURITAN COUNTER COMPANY
E. R. R. Ave., Brockton, Mass.

Surplus Shoes Dispose of returned or in stock footwear by advertising in Whole-Bargains—The Bargain Buyers' Magazine.

1107 Flatiron Bldg.

NEW YORK CITY

Standard Button Fasteners



8 Cents Per 1000

We also manufacture Hand Button Fastener Machines, Heel Protectors, Triangles and other shoe findings.

Standard Shoe Machinery Co.

11 Shawmut Street

Providence, R. I.

Industrial Information.

Notes of New Factories, New Enterprises, New Firms, and Changes in the Trade.

SCHUYLKILL HAVEN, PA.

The business of the **READING SHOE MFG. CO.** has been removed from Reading, Pa., to this place.

SCHUYLKILL HAVEN, PA.

The new brick factory of **W. Y. MILLER** is nearly completed, and the machinery and equipment is being installed. This firm manufactures a line of infants' turn shoes.

MILWAUKEE, WIS.

The **S. J. PENTLER SHOE MFG. CO.** have added a line of men's cushion-heeled shoes for outdoor wear to their line of women's shoes.

SALEM, MASS.

The **KORN LEATHER CO.**, tanners in this city, have filed a voluntary petition in bankruptcy with liabilities about \$2,000 and assets undetermined.

ROCHESTER, N. Y.

The **LEACH SHOE CO.**, who have for many years made nurses' comfort shoes exclusively, are now making women's welts and turls to considerable extent.

HAVERHILL, MASS.

The firm of **F. McNAMARA CO.**, 40 Washington street, is to move its business to the new building of the Merrimack Associates on Locust street, where they will occupy the fourth floor, having about 6,000 square feet of floor space. This firm manufactures a high-grade line of ladies' turn shoes and report a very busy season in the factory.

CHICAGO, ILL.

The **FLORSHEIM SHOE CO.** have recently increased their capital stock from \$60,000 to \$1,200,000.

PHILADELPHIA, PA.

The **AMERICAN SLIPPER CO.** have removed their business from 239 So. 3rd street to 305-317 Montrose street. This firm are manufacturers of plush, velvet and carpet slippers.

TAUNTON, MASS.

The officers of the newly organized **TAUNTON RUBBER COMPANY** are: President, **A. A. Ormsbee**; treasurer, **C. S. McCall**; clerk, **F. E. Wellman**; George Greene and **H. G. Crapo**, directors. Capital stock, \$30,000.

ORWIGSBURG, PA.

It is reported that the **BICKLEY-WALBURN SHOE CO.** of this place is to be reorganized, and the **ORWIGSBURG SHOE CO.** will be the name of the newly organized firm.

EVERETT, MASS.

A shoe factory, 165 feet long and three stories high, is being built on Chelsea street of this city. It will be occupied, about Jan. 1, by a shoe manufacturing firm that now is being organized by **James Drinkwater**.

LYNN, MASS.

J. SHACTMAN & CO. have located at 471 Union street. They deal in leather and remnants and cut trimmings.

FREDERICTON, N. B.

A factory for the manufacture of larrigans has been established here. A tannery is connected with it. About 600 pairs of larrigans are made daily. Larrigans are moccasins with legs. They are worn by lumbermen who go into the woods in winter time.

LOWELL, MASS.

L. H. SPAULDING CO. of this city, makers of women's McKay shoes, have taken the Lowell factory that was formerly occupied by **Dudley, Mears & Stevens**. The Spaulding Co. looked over Lynn factories last spring, with a view of locating here.



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.
GEORGE W. INCALLS, Lynn, Mass.

Adams Cutting Dies



Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to **A. M. HOWE**
(Established 1857)

John J. Adams Worcester, Mass

Eureka! Eureka! Eureka!
DISCOVERED AT LAST:

a Box Toe Backing Waterproof Compound which will absolutely prevent all water stains coming through "tan tips." Thus eliminating much unnecessary labor caused by stains, wrinkles and bunches. Write for samples and forget your worries.

BUREKA CEMENT CO.
NEWARK, N. J.

South Shore Supplies
Co., 6 Commercial Wf.,
Brockton, Mass.
New England Agency

Positive f

OF THE EFFICIENCY OF

Fortuna Skiving
Machines

will be given you—In your own
factory absolutely without cost.

Ask Us For a Ten Day Free Trial

This FREE test will settle
for all time the matter of
price difference between the
FORTUNA and its imitators.

We are Selling Agents for the United States
for the WELL-KNOWN

HF BRAND OF LINEN THREAD

Fortuna Machine Co.

127 DUANE STREET

NEW YORK CITY

BRANCHES

146 Summer Street, Boston

200 N. Third Street, St. Louis

St. Louis Notes.

—The Hamilton-Brown Shoe Co. will build a shoe factory at Union, Mo. It will open with a capacity of 2,000 pairs per day, employing experienced help. As soon as help can be trained, the capacity will be increased to 3,000 or 4,000 pairs per day. Medium priced McKay shoes will be made. Union, Mo., is 75 miles West of St. Louis.

—The shoe manufacturers and their employes have practically agreed upon a settlement. Only a few minor details are yet to be adjusted, and both the manufacturers and officers of the United Shoe Workers say no further trouble is anticipated at the present time from the cutters. The cutters are the only employes who are thoroughly organized. The finishing, edge making and bottoming departments have practically no organization and seem entirely satisfied. The lasting rooms in some factories are organized, in others, partly, and some have no organization at all. The wages paid are equal to and better than is paid in most shoe manufacturing centres. The belief is general that the lasters will be satisfied with conditions as they exist and will not try to change established conditions.

The United Shoe Workers have sought to establish a nine-hour day. This has been one of their principal demands, and next in importance is a half-day off on Saturday. This gave them a 54-hour week. This, they have fought hard to establish. The manufacturers have practically agreed to a nine-hour day and a half-day off Saturday, excepting in the very busy and rush season.

The manufacturers explained that shoemaking was unlike most other industries, that a rush season could not be avoided entirely.

Styles of shoes, like clothes, change with the season. This year's styles may be unsalable next year, and for that reason the merchant buys only what his judgment tells

him he can dispose of, he often runs short, and his second orders have to be made in a hurry, and that causes the factories to work to their fullest capacities and often overtime, so a nine-hour day would be almost impossible to consider the year round, and the leaders of the union saw the philosophy of their argument, and will probably not insist on any more than the manufacturers have conceded.

—C. Brock, representative of the Geo. Knight & Co., shoe machinery, is in St. Louis on business for his company.

—The Peters Shoe Co. reports a gain in September over last year of \$76,455.09, and a gain in 9 months and 21 days of \$1,271,158.22 over 1912.

—Roberts, Johnson & Rand Shoe Co. reports a gain of \$66,512.41 for September, and a gain over last year for 9 months and 21 days of \$688,582.78 over 1912.

—The Friedman-Shelby Shoe Co. gained in September over last year, \$70,451.11, and for 9 months and 21 days \$87,059.15 over last year.

—A representative of the United Shoe Workers says the cutters are still on a strike in the plant of the Belleville Shoe Manufacturing Co. Belleville, Ill., and that the plant is completely tied up and has been for more than 3 months.

—The Non-Royalty Shoe Co. of St. Louis, Mo., was given a judgment for \$40,000 against the Aetna and other insurance companies. The case was tried at Bowling Green, Mo. The jury was out 15 minutes. The factory partly burned last February and it was heavily insured. After the fire, the firm disbanded and the Burrow, Jones & Dyer Shoe Co. took over the company's business, which included an immense order for the United States Government.

—All the stockholders in the Hamilton-Brown Shoe Co. received

Avoid Trouble With Your Shoe Patterns

by suggesting to your pattern maker
that he grade them on the

Preston Power Cutting Grading Machine.

Write For Catalogue

A. F. PRESTON, 280 Dover Street, Boston, Mass.

Perfected Power Cutting, Grading Machine for Shoe Patterns

**WITH RAPID ELECTRIC CUTTER HEAD, DIRECT CONNECTED
OR WITH BELT DRIVE, IF PREFERRED.**

A great money-saver. A great time-saver. Makes patterns right the first time. The first necessity in every pattern shop, and indispensable to the large factory.

The most rapid, most economical, and most satisfactory system for making shoe patterns.

Used all over the world wherever the best shoes are made. Best for daily needs. Absolutely necessary for emergency needs.

PARTIAL LIST OF USERS IN THE UNITED STATES:

W. S. Abernethy, Penna.	The Julian & Kokenge Co., Ohio
J. J. Albrecht, New York	The Krippendorff-Dittmann Co., Ohio
Am. Shoe Pattern Works, Mo.	Geo. E. Keith & Co., Mass.
D. Armstrong & Co., New York	Laird, Schoeber & Co., Penna.
Bailey & Reando, Mass.	Lee Pattern Co., Wis.
James A. Banister Co., N. J.	A. E. Little & Co., Mass.
The Bering Shoe Co., Ohio	G. W. McGregor, Penna.
Adam Bertsch, New York	W. H. McElwain & Co., Mass.
Brown & Hutchison, Mass.	Meldola & Coon, N. Y.
Bourque & Sears, Mass.	The Miller Shoe Mfg. Co., Ohio
Coburn & Lawrence Co., Mass.	Otis G. Murty & Son, New York
Columbus Pattern Co., Ohio	G. J. Olden's Sons, New York
D. E. Cross, New York	Paul Pattern Co., Ohio
Curtis & Jones, Penna.	The Pingree Co., Mich.
The Irving Drew Co., Ohio	Harry T. Plumstead, Mass.
Dunbar Pattern Co., Inc., Ohio, Mass., Mo.	Charles E. Reed, Ill.
Excelsior Shoe Co., Ohio	Rice & Hutchins, Mass.
Faunce & Spinney, Mass.	The R. & G. Shoe Co., Mass.
Faunce & Swanson, Mass.	The Sachs Shoe Mfg. Co., Ohio
J. J. Grover's Sons, Mass.	Elmer E. Sanborn, Mass.
Hanan & Son, N. Y.	The Selby Shoe Co., Ohio
Samuel H. Hayden, Mass.	Sherwood Shoe Co., New York
P. J. Harney Shoe Co., Mass.	J. H. Sutherland & Co., Mass.
Helming-McKenzie Shoe Co., Ohio	Wheeler & Commings, Mass.
	H. W. Whitcomb & Co., Mass.
	Whitmore & Kitchin, Mass.
	Wichert & Gardiner, N. Y.

PARTIAL LIST OF USERS IN OTHER COUNTRIES:

Edwin Bostock & Co., England	Livingston & Doughty, England
C. F. Bally, Ltd., Switzerland	O. A. Miller Last Co., England
Buehring & Co., Germany	Nollesche Werke, Germany
C. & J. Clark, England	Pellami e Calzature, Italy
Conrad Tack & Cie, Germany	Edward Rheinberger, Germany
Gray Pattern Co., Canada	J. Stigle & Cie, Germany
Hellerup Laestefabrik, Denmark	Theatre Freres, Belgium
Otto Herz, Schuhfabrik, Ger.	Eugen Wallerstein, Germany

Exclusive agents for the Continent of Europe.

NOLLESCHER WERKE, WEISSENFELS a. S., GERMANY.

Exclusive agents for Great Britain.

LIVINGSTON & DOUGHTY, LEICESTER, ENGLAND.

CHARLES E. REED & COMPANY

Manufacturers of

PATTERN MAKING MACHINES AND SUPPLIES

219 South Clinton Street

Chicago, U.S.A.

a circular letter notifying them that the quarterly dividend would not be paid until a judgment for \$445,311.85, which the U. S. Court of Appeals rendered against them in favor of unfair competition and infringement on trade-mark was taken care of. The firm will appeal the case to the Supreme Court of the United States. The firm has been paying a dividend of 14 per cent on its \$4,000,000 capital and the quarterly dividend amounts to \$140,000.00.

—Mayor John F. Fitzgerald of Boston, Mass., was a visitor in St. Louis last week. In his address before the City Club he did not mince words in pointing out St. Louis' short-comings. As a whole, the club took exceptions to Mr. Fitzgerald's criticism.

Secretary Saunders of the Business Men's League called attention to the fact that the Boston Shoe manufacturing industry was exceedingly small.

A. C. Brown, president of the Hamilton-Brown Shoe Co., said, while he could not agree with Mr. Fitzgerald in all he said, he was compelled to admit that St. Louis was slow in offering inducements to factories. He said one shoe company had 23 factories, three of which were in St. Louis, and twenty in the small cities, towns and villages of Missouri and Illinois, another firm had located half their factories out of St. Louis, one firm had two factories out of the city and only one within; two firms, each operating one factory, had left entirely, and the Hamilton-Brown Shoe Co. built one several years ago at Columbia, and was making preparations to build another at Union, Mo.

Mayor Fitzgerald's address had aroused interest and his remarks have been pointed to as containing more truth than poetry, and the Business Men's League is taking steps toward offering some inducement to the shoe firms who contemplate increasing their output.

COSTS TO KEEP WINDOWS CLEAN.

The United Shoe Machinery Co. has started a crew of 25 men cleaning the windows of its manufacturing plant in Beverly, Mass. It will take them a month to do the work. The cost will be about \$2500.

FOR SALE

One Champion Stitcher
Polisher and Finisher, Style No. 23-2989
One Singer Stitcher, Style No. 29-4, G 1184081
One Singer Stitcher, Style No. 29-4, D 732862

MRS. F. C. MAYER
404 6th Avenue, Antigo, Wis.

WANTED

A Leather and Commission House, having offices and ware-rooms in Montreal, and a good connection with the best Shoe Manufacturers throughout Canada, wishes to represent American Tanners making a line of

Chrome Velours and Patent Sides,
Glazed Kid and Cabrettas,
and a good line of Welting.

Strictly on a commission basis.

Address 3701-H

care of American Shoemaking.

FOR SALE

One Power Lining Stamping Machine, S. M. S. Co. type.

One Union Special Four-Needle Tip Stitching Machine, class 9100. Any gauge required (which will be billed from the original purchaser, thus insuring to the purchaser the same service as if bought direct from Union Special Machine Co.)

GUARANTEED IN FIRST-CLASS CONDITION. BOTH THESE MACHINES HAVE BEEN VERY LITTLE USED.

Apply to No. 4501, Machine, care of American Shoemaking.

Factory Lunch Rooms are a Big Success.

Successful Manufacturers Realize Their Value.

Each lunch room that we have equipped has been attended by a decidedly increased factory efficiency. Write us for more complete details.

We call attention to the finest line of SEAMLESS STEAM JACKET KETTLES in the World.

MORANDI-PROCTOR CO.

48-50 UNION STREET

BOSTON, MASS.



HELMET BLOCK

FOR SOLE CUTTING MACHINE.

This "Interlocking Block" (see cut) is a great improvement over the old "Plain" and "Dowelled" types; it is now fitted with "Reinforcing Tubes," "All-Bolt Irons" and "Shouldered Nuts."

Breaking down of the wood above the bolt holes is prevented by the "REINFORCING TUBES."

A block ironed with "ALL-BOLT IRONS" will show less distress under hard use or improper care than has ever been the case with the older styles of irons.

Scratching of stock and nicking of dies is reduced by the "SHOULDERED NUTS."

The average block of the old construction is either discarded or favored when worn to 5 1-2 inches thick, so the real wear of a 10-inch block averages about 4 1-2 inches.

With the Helmet, the block has been worn to 3 inches without favors, giving a wear of 7 inches, or an average increase—due to the new type—of over 2 1-2 inches; an advantage of more than 50 per cent.

This saving combined with less trouble and reduced carrying charges (as fewer blocks will be used), should interest every user of Sole Cutting Machine blocks sufficiently to order at least one Helmet for trial under his own supervision.

Look for the green edge.

It will be a "Helmet."

United Shoe Machinery Company

SALES DEPARTMENT.

BOSTON,

MASS.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

POSITIONS WANTED.

POSITION WANTED as foreman of making or lasting room on high-grade shoes. Would consider position as inspector or crowner. A-1 references, will go anywhere. Address 1905, care of American Shoemaking.

POSITION WANTED as superintendent or foreman of making rooms on welts, McKays or turns. Long experience in New England and Middle West. Would like to locate in Middle West. Best of references. Address 205, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man, with experience in all departments. Will go anywhere in the United States, Canada or Europe. Have had 25 years' experience as head and general manager of two shoe factories. Address 1102, care of American Shoemaking.

MAN with expert knowledge and best experience in McKay making and lasting rooms desires position. Especially competent to instruct green help. Willing to go anywhere. Address 1904, care of American Shoemaking.

FOREMAN of making and finishing room, at present employed, but desires a change. Has had 12 years' experience as foreman with some of the leading Eastern concerns. Good references if desired. Address 1001, care of American Shoemaking.

POSITION WANTED—A man 34 years old with 15 years' experience in sole leather cutting room, desires a position as foreman. Thoroughly competent to teach cutting in all parts from side or strip, men's or women's shoes. Can furnish good references. Will go anywhere. Address Box 32, Chelsea, Mass.

POSITION WANTED as foreman of packing room by a young man accustomed to handling large rooms in factories making fine shoes. First-class references. Address 302, care of American Shoemaking.

POSITION WANTED as superintendent, or charge of office, by young man with 17 years' experience in office and the practical departments of the factory. Has had extensive experience selling to jobbing trade. Address 1804, care of American Shoemaking.

FITTING ROOM foreman is open for position. First-class mechanic on all machines. Expert on Reece. Good references. Address 604, care of American Shoemaking.

POSITION WANTED as foreman of making room on women's McKay, welt or turn shoes. Forty-three years of age; have had 15 years' experience as foreman. Competent to teach help; can get results and furnish the best of references. Address 1903, care of American Shoemaking.

STITCHING ROOM foreman wants position on men's, women's, boys' and misses' shoes. Young man with 15 years' experience, good organizer, instructor of help, and can keep machines in repair, including Reece. At present employed. Best of references from past and present employers. Address 501, care of American Shoemaking.

POSITION WANTED—Am looking for position in charge of cutting room, where cutting to close figures is demanded. I believe I can assist any manufacturer who is having difficulty in getting results in the cutting department. Will give demonstration of ability to any one interested. Address 803, care of American Shoemaking.

SOLE LEATHER MAN desires position. Has had long experience as foreman on men's and women's fine work. Expert on cutting, manipulating and stock fitting. Best references. Address 1101, care of American Shoemaking.

POSITION WANTED—Expert turn shoe man with wide experience on high grade work in all departments of the factory, desires position in charge of making room or as general superintendent. Best of references. Address 2302, care of American Shoemaking.

POSITION WANTED as foreman of lasting room, can take full charge, making any kind of shoes. Am now employed, making change as firm intends moving out of country. Address 204, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man. Sixteen years' experience and have thorough knowledge in all departments, welts, turns and McKays. Will give gilt edge references from present firm I have been with for 13 years. Address 602, care of American Shoemaking.

POSITION WANTED as foreman of lasting room on either welts or McKays. Experience in leading New England factories. Can teach operators on all lasting and pulling-over machines. Temperate habits and best references. Address 202, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man with wide experience in all departments. Best of references as to honesty, ability, etc., from firm I am with, and have been for the past 14 years. Will go anywhere in United States, Canada, Mexico or Europe. Address 603, care of American Shoemaking.

POSITION WANTED as superintendent or in charge of cutting room by young man experienced in handling women's, misses', children's boys', and youths' factories, both as superintendent and buyer of upper stock. Am familiar with welts, McKays and turns. Address 102, care of American Shoemaking.

POSITION WANTED by young man as cutting room foreman on ladies' fine shoes. A-1 designer and able to do buying if necessary. Best references. Address 1902, care of American Shoemaking.

POSITION WANTED as superintendent or assistant superintendent. Have had charge of all departments of shoemaking; 15 years' experience on welts and McKays. Address 1987, care of American Shoemaking.

POSITION WANTED as superintendent or assistant superintendent, or quality man. Thorough knowledge in all departments on welts, McKays or turns; men's or women's. Would consider a position as foreman of making or lasting room. Can furnish good references as to ability and character. Address 1602, care of American Shoemaking.

POSITION WANTED by superintendent experienced in costing, women's lines, especially fine welts, would accept position as superintendent, cost man, or in charge of production department. References from leading New England firms. Address 280, care of American Shoemaking.

POSITION WANTED as foreman of making or lasting room. Would prefer to locate in the West. Can furnish A-1 references. Address 1987, care of American Shoemaking.

POSITION WANTED as foreman of cutting room on men's work. Fifteen years' experience in the East and Middle West. Can furnish good references and willing to go anywhere. Address 1805, care of American Shoemaking.

JOBS AND MISMADES WANTED
RYAN SHOE CO., HANNIBAL, MO.

SMALL FIRE AT FACTORY OF ELLIS CEMENT CO.

A small fire occurred Wednesday night at the factory of the Ellis Cement Co., Malden, Mass, but contrary to the newspaper reports which greatly exaggerated the damage done, the manufacturing end of the business is not delayed at all.

WITH RUBBER HEELS ATTACHED.

Among the new lines of shoes for men are those with rubber heels attached. They are made by some large manufacturers of men's shoes in Massachusetts and in Maine. By buying shoes with rubber heels attached, the customer is saved the time and expense of taking his new shoes to the cobbler, to have the leather heels taken off and the rubber heels put on.

Lacing Problem Can be Solved

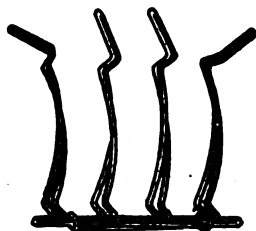
FOR LACING SHOE UPPERS WITH THREAD

ANY GRADE ANY SIZE ANYWHERE

Rapidity and perfect accuracy combined is the unhesitating testimony of every user to date. We have a little descriptive booklet ready to mail to you upon request.

THE ELLIS LACER

The Other
Method



THE STANDARD WIRE LACING DEVICE

Write us About Either or Both

UNITED SHOE MACHINERY CO.

FITTING ROOM DEPARTMENT

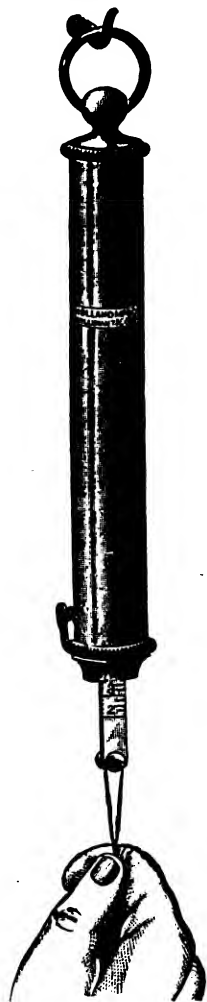
205 LINCOLN ST.

BOSTON, MASS.

Upper Stitching

done with Holland's Pure Dye Stitching Silk will prevent seams ripping.

This silk tester sent with samples to enable judging the strength of our silk.



Our Button-Hole
Silk Improves
the Appearance
of all
Button Shoes

Complete line of
Shoe Shades
in regular and re-
verse Twist, on
regular and Reece
spools, at all our
offices.

Holland Mfg. Co.

685 Broadway, New York

Mills :

WILLIMANTIC, CONN.

ESTABLISHED 1860

Branches :

Chicago 235 Fifth Avenue
Boston 77 Summer Street
Cleveland 33 Blackstone Bldg.
Cincinnati 18 East 4th Street
Philadelphia .. 36 South Third St.
St. Louis 1017 Lucas Avenue
Rochester 13 Andrews Street

KEEP THOSE EDGES CLEAN

The Novelty Protector

Absolutely prevents
soiling of stitches,
edge and bottom.

Tip repairers like
them because they
make the work easy.

Novelty Selling Co.

Room 67

683 Atlantic Avenue
Boston, Mass.

RED LETTER LIST

OF SHOE FACTORY SUPPLY HOUSES

**We Can Supply Anything from a Tack
To a Full Factory Equipment.**

UNITED SHOE MACHINERY CO.

BOSTON, MASSACHUSETTS.

SHOE FACTORY BUYER'S GUIDE

1913

Now Ready - JUST OFF THE PRESS

A most complete Buyer's Reference Book.

**Convenient Vest Pocket Size
Bound in Durable Leather Cover**

Price \$2.00

Rogers & Atwood Publishing Co.

212 Essex Street,

Boston, Mass.

Novelty Edge Protector

PROTECT FANCY STITCHES

**on your forepart edges
by using it.**

**Essential to perfect results
in tip repairing.**

NOVELTY SELLING CO.

**683 Atlantic Avenue,
Boston, Mass.**

YOUR ADV. IN THIS SPACE

1 Color \$72 Per Year

2 Colors \$78 " "

SAFCO SOCK LINING BRUSH



This is a bristle brush of extra fine grade, with long, tapering handle fitted with a brad in the end, the usefulness of which is obvious; in fact, it is just the right kind of brush for fitting sock linings, the pointed brad making it possible for operators to pick up and manipulate the linings without soiling. The quality of make is up to the usual SAFCO standard.

Supplied only in one size, which is No. 1.

United Shoe Machinery Company

SALES DEPARTMENT
BOSTON, - - - MASS.

...Demand...

BARBOUR'S

Trade Mark

...Linen Threads...

Manufactured by

**BARBOUR FLAX
SPINNING CO.**

Paterson, N. J.

**Established
1784**

THE LINEN THREAD CO.

96 Franklin St., N. Y. Chicago—Philadelphia—Boston—Cincinnati—St. Louis
San Francisco — Rochester, N. Y. — Baltimore

ANOTHER Peerless Triumph!

The R-M Button Sewer

The ONLY machine which
will successfully sew glass,
pearl, agate and other buttons

THE Peerless Machinery Co.

44 Binford Street, Boston, Mass.

ALSO

Chicago

St. Louis

Cincinnati

Rochester

Philadelphia

ESTABLISHED 1865

MOENCH LEATHERS

Are Known in Europe as Well and Favorably as in America

Hemlock Sole Leather Sides
Hemlock Bends Hemlock Backs
Hemlock Bellies Finished Splits

ALL MADE

Suitable for the Export Trade

C. MOENCH & SONS CO.*Cable Address "MOWEB" Boston or Chicago*117 Beach Street
BOSTON170 N. Franklin Street
CHICAGO160 Locust Street
ST. LOUIS**STAY WEBS
AND TAPES****PULL STRAPS
FACINGS**

New York Representatives
WOOD AND HARE
66-72 Leonard St.

Western Representative
CHAS. F. RICHARD
9th and Locust St., St. Louis

KID is the finest chrome calf leather, with a black finish, smooth, natural grain of splendid texture, soft and pliable, but very durable. Used in the uppers of high-grade shoes for men and women. **ROYAL KID** is very similar to our Tan

Royal Calf Leather with the exception of the color.

Q A shoe retailer once told the writer of this advertisement that it was surprising how the public came back stronger year after year, and increased their purchases of a certain manufacturer's shoes. This shoe manufacturer is one of the most successful in the world, and buys very largely of **ROYAL KID** and many other leathers that we make.

AMERICAN HIDE & LEATHER CO.

NEW YORK

BOSTON

CHICAGO

PLEASE READ THE OTHER SIDE OF THIS SHEET

AMERICAN HIDE & LEATHER CO.

THE LARGEST PRODUCERS OF CALF AND SIDE UPPER LEATHER IN THE VERY FINEST QUALITIES OF TANNAGE AND FINISH

CALF AND VEAL UPPER LEATHER

Tan Royal	Royal Kid	No. 102 Box Calf	Cadet Kid
Box Calf	Willow Calf	Empire Veals	Cadet Calf
Box Kid	Ooze Calf	Mat Cadet Veals	Mat Cadet Kid
Dull Box	Nob Calf	Prime Empire Veals	Cadet Kid Veals
Box Veals	Tan Box Number 2	Sweat Proof Calf Lining	Cadet Calf Veals

SIDE UPPER LEATHER

Bronko Patent	Kreole Sides	Tan Near-Calf
Kangaroo Grain	Milwaukee Patent	Russia Sides
Mat Royal Chrome Sides	Black Hawk Patent	Polish Pebble Grain
Soudan Mat Sides	Cadet Kid Sides	Kangaroo Kid Sides
Satin	Cadet Calf Sides	Colored Box Chrome Sides
	Black Near-Calf	

STORM AND HARD-WEAR SIDES

Ambide Black	Trojan	Toronto	Wax Upper
Ambide Russet	Boris	Dongola Calf	Black Oil Grain
Hercules Chrome	Zulu	No. 102 Black	Russet Oil Grain
Waterproof Black	Bison	No. 102 Russet	Sheboygan Calf
Waterproof Brown	Ottawa	Dongola Kangaroo	No. 12 Storm Chrome

SPLITS:—BLACK, WAXED, FLEXIBLE, Etc.

Flesh Splits	Flexible Splits for Goodyear
Belt Knife Splits	Gem, McKay Innersoles
Oxford Calf Union Splits	Flexible Bends
Cambridge Calf Union Splits	Ooze Gusset Splits
Ooze Vamp Splits	Chrome Tanned Embossed Splits
Ottawa Black and Russet Splits	Chrome Flexible Splits for Innersoles

MISCELLANEOUS

Kangaroo Horse, a Combination Tanned Upper	Goodyear Welting, Black and Tan	Bark Tanned and Chrome Heeling
Mat Horse, a Chrome Topping	Collar Leather	Pasted Stock for Counters and Innersoles
	Bag, Case, and Fancy Leather	

Send for our booklet devoted to description and uses of our High Grade Upper Leather

THREE SUPERIOR TANNAGES OF SLAUGHTER AND DRY HIDE
HEMLOCK SOLE

AMERICAN HIDE & LEATHER CO.

NEW YORK BOSTON CHICAGO ST. LOUIS CINCINNATI

CALFSKIN TANNERIES: Lowell, Mass. Danvers, Mass. Chicago, Ill. (Three Plants)

SIDE UPPER LEATHER TANNERIES

Milwaukee, Wis. Sheboygan, Wis. Ballston Spa, N.Y. Curwensville, Pa.
Woburn, Mass. (Three Plants)

SHOE STOCK PLANT: Binghamton, N.Y.

SOLE LEATHER TANNERIES: Munising, Mich. Manistee, Mich. Merrill, Wis.

Thompson's Shoe Finishes

Standard Throughout the World.

Original Patent New Process Wax Blackings for heels, shanks, bottoms and edges—(1 and 2 set.)

Original Patent New Process Wax Stains for heels and edges, all colors.

New Process Russet Okoright shank and bottom stains, all colors.

Double Brush Shank and Bottom Stains, all colors.

Hand Brush Bottom Stains, all colors.

Velvet Bottom Stains, all colors.

Imitation Viscol Bottom Stains, all colors.

Spirit Sole Bleach, all colors.

Glossreno—a bottom blacking that dries bright.

Shellac Dyes, black and colors.

Striping Ink, all shades.

Stitch and Welt gloss. Scouring liquids. First set Edge Solutions.

Marking Inks, Yellow, Black, Red, etc., etc. Patent Tip Repairer.

Cements and Polishes for Russet, Patent Leather and Kid.

Box Calf, Vici-Kid Dressing, etc.

X. L. Leather Cleaner—for cleaning all kinds of leather.

Box Toe Shellac, Goodyear and McKay waxes.

Bottom Polishes in stick form; burnishing waxes, all colors.

Fake Gloss. Filling Sticks—for crevices in heels, etc.

SAMPLES SENT ON REQUEST

Thompson Schuhappreturen Unuebertroffen in der ganzen Welt.

Original - Patent - Wachsachswaerze, "New Process" fuer Absatze, Gelenke, Boeden und Kanten (1 oder 2 malige Anwendung).

Original-Patent-Wachsbeize fuer Absatze und Gelenke, alle Farben, "New Process."

"New Process" farbige OKORIGHT Gelenk-und Boeden-Beize, alle Farben.

Gelenk-und Boeden-Beize fuer Doppelbuerste, alle Farben.

Boeden-Beizen fuer Handbuerste, alle Farben.

SAMMET-Boeden-Beize, alle Farben. Viscol-Imitation-Boeden-Beize, alle Farben.

Spiritus-Sohlen-Bleiche, alle Farben.

Schellack-Farben, schwarz und farbig. GLOSSRENO-Sohlenbeize, wird nach dem Trocknen glaenzend schwarz.

Streifen-Farbe, alle Schattierungen.

Naht- und Rahmen-Appretur; Putzfluessigkeiten; Kanten-Mischung, einmalige Applikation.

Zeichnen-Farben, gelb, schwarz, rot, usw. Lack-Spitzen-Reparateur.

Cemente und Polituren fuer Gelbe Leder, Lackleder und Glace.

Box-Kalb-Leder, Vici-Chevreau-Appretur, usw.

X. L. Leder-Leder-Reiniger, zum Reinigen aller Arten von Leder.

Spitzen-Schellack, Goodyear und McKay-Wachs.

Boeden-Politur in Stangenform; Politur-Wachse in allen Farben.

"F A K E"-Glanzappretur. Ausfuell-Stangen zum Fuellen von Spalten in Absatzen.

MUSTER AUF VERLANGEN.

Aderexos de Thompson para Calzado Los mejores del mundo

Aderezo a cera New Process, privilegio original, para tacones, enfranques suelas y cantos (1 y 2 aplicacion).

Tinte a cera New Process, privilegio original, para tacones y cantos, de todos los matices.

Tinte OKORIGHT New Process de color, para enfranques y suelas, de todos los matices.

Tintes para enfranques y suelas, de todos los matices, para cepillo doble. Tintes para suela, para cepillo a mano, de todos los matices.

Tintes TERCIOPELO para suelas, de todos los matices.

Tintes para suela Imitacion VISCOL, de todos los colores.

Blanqueador de alcohol para suelas, de todos los matices.

GLOSSRENO, aderezo para suela brillante despues de secado.

Tinturas de shellac (goma-laca), de color negro y otros.

Tinta para rayar—todos los matices.

Lustre para costuras y viras; Liquidos de limpiar; Soluciones para cantos, de primera aplicacion.

Tintas para marcar, de color amarillo, negro, rojo, etc.; Reparador para Punteras de charol.

Cimentos y Lustres para Piel amarilla, de charol y glaze.

Aderezo para Becerro Box, Cabritilla Vici, etc.

Limpiador de Pieles y Cueros X. L., para limpiar toda clase de pieles y cueros.

Goma-Laca para Puntas duras; Ceras Goodyear y McKay.

Lustres para suela en forma de barra; ceras de brunir de todos los colores.

Lustre FAKE; barras para rellenar, para hendiduras en los tacones, etc.

PIDANSE MUESTRAS.

Finissages de Thompson pour chaussures Les Meilleurs du Monde

Cirage noir "New Process", brevet original, pour talons, cambrions, semelles et bords (apprêts 1 et 2).

Appret a Cire "New Process", brevet original, pour talons et bords, de toutes les couleurs.

Apprets pour cambrions et semelles "New Process" OKORIGHT pour chaussures de couleur naturelle.

Apprets de cambrions et semelles, de toutes couleurs, pour double brosse.

Apprets pour semelles, pour brosse a main, de toutes les couleurs.

Apprets VELOURS pour semelles, de toutes les couleurs.

Apprets pour semelles imitation VISCOL, de toutes les couleurs.

Decolorant (a blanchir) a alcool, de toutes les couleurs.

GLOSSRENO, cirage pour semelles, brillant apres le sechage.

Teinture a shellac, couleurs noires et autres.

Encre a rayer, toutes les nuances.

Finissages-apprets pour coutures et trepointes; liquides a nettoyer; solutions pour bords premier appret.

Encre a marquer en jaune, noir, rouge, etc. Repareur-bouts-verniss.

Ciment et apprets pour peaux, couleur naturelle, cuir verni et chevreaux.

Finissage pour Veau Box, Chevreaux-Vici, etc.

Nettoyeur de Cuir X. L.—pour nettoyer toutes especes de cuirs et peaux.

Shellac (laque) pour bouts durs; Cires Goodyear et McKay.

Apprets-semelles en forme de batons; Cires a brunir, toutes les couleurs.

Lustre "FAKE." Crayons a remplir pour fentes dans les talons, etc.

DEMANDEZ DES ECHANTILLONS.

FERD THOMPSON & CO.,

Rockland, Mass, U. S. A.

There is no substitute for
**Mullen's Patent
 Repairer**

The **ONLY** reliable repairer for patent leather,
 Always Dependable.

**Why waste time and money and spoil
 your shoes by trying other methods.**

MULLEN BROTHERS
BROCKTON, MASS.

Western Agents :..... Bielock Mfg. Co., 913 Locust Street, St. Louis, Mo.
 Canadian Agents:..... Keiffer Brothers, 96 Prince Street, Montreal
 German Agents:..... Wachholtz & Hertz, Hamburg
 English Agents:..... Gimson & Company, Leicester, England

"VICTOR" FLEXIBLE

(Trade Mark Reg. U. S. Pat. Off.)

"ANTISEPTIC" INNERSOLING

(Trade Mark Reg.)

Has actually convinced shoe manufacturers
 that it is as durable as the best of leather.

For all grades of McKay shoes, including
 the heaviest.

Send for sample of our

SPECIAL DOUBLING

which enables you to use up all your light
 leather insoles.

We make a specialty of single, double and
 three-ply Buckram and Canvases.

Write for Prices and Samples

FRANK W. WHITCHER COMPANY

MANUFACTURERS

BOSTON and CHICAGO, - U. S. A.



"PERFECT" LEATHER SHOE STRAP

(PATENTED)

The "Perfect" Leather Shoe Strap is the best and most up-to-date shoe strap ever offered the shoe trade.

It will not catch the trousers as it does not extend beyond the top of the shoe.

When attaching, the flat end is sewed between the upper and the top facing with the wedge-shaped portion on the outside of the shoe; then, by the aid of a special attachment fitted to a Cylinder Arm Bar Tacking Machine, it is easily and quickly tacked in place.



"PULL-ON" LEATHER SHOE STRAP

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The "Pull-On" Leather Shoe Strap differs from the "Perfect" type in that only one operation is necessary to attach it, and when in use it extends slightly above the top of the shoe.

It is attached in the same manner as the regular Web Strap.

(See next page)

USMC

LEATHER SHOE STRAPS

A New, Practical, Neat and Attractive Shoe Strap that replaces the old Web Strap which is a hindrance to good looks and comfort.

WHEN these straps are used, there is no long tongue hanging out from the top of the shoe or to be tucked into it. This is especially true of the "Perfect" type of shoe strap, which comes flush with the top of the shoe. The "Pull-On" type more closely resembles the regular Web Strap, except that it extends only about 1-4 inch above the top and is permanently fixed in one position. There is no loop to locate on either of these straps, and when placed between the fingers they act as a wedge and allow enough of a grip to readily pull on the shoe. Both of these straps are manufactured of flexible material.

All of our straps are finished articles ready to sew into the shoe without any preliminary operations.

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INDUSTRIAL LIFE AND THINGS PRACTICAL

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SALARY VS. RESULTS.

"It is not what we pay, but what we get for what we pay," says Secretary of Commerce Redfield in summing up the meaning of real efficiency in the employment of men.

This is a view that is too often overlooked by employers. Manufacturers frequently visit our office and tell us in advance what they are willing to pay for a superintendent or foreman. They will pay no more but may pay less if they can find a man willing to accept the smaller sum.

The fixing in advance of remuneration to be paid men occupying such responsible positions as those of superintendent or foreman, is an almost certain indication that the manufacturer does not possess an adequate conception of the meaning of real efficiency in employment.

Every one connected with shoe manufacturing knows of instances where foremen have made gains in cost of conducting their departments of from 10 to 25 per cent and where the increased salary paid to the better man represented only a fraction of the total saving made in the room. In such instances there can be no doubt as to which is the really economical man to employ.

It is probably safe to say that there are more underpaid men

(judging by results) receiving high salaries than there are under-paid men among those receiving low salaries. It is rarely that a thoroughly efficient superintendent or foreman receives so large a share of the profit he makes for his firm as does the inefficient man of small pay.

The notion of the manufacturer that he has reduced the cost of the conduct of his factory merely because he has lowered the salary of his foremen is almost invariably a mistaken one.

Raising the salary does not always develop better results, but lowering the salary invariably lowers interest and decreases the net results of employment. There are too many manufacturers who do not give this thought the consideration it deserves.

On the other hand, there are men seeking employment who insist on a rigid rate of remuneration, many of whom are demanding a larger return than their services are worth. It is the employer who has the keen discernment to choose the man who is willing to demonstrate his worth and to leave the fixing of the remuneration for permanent employment to adjustment on the basis of results, who will in the long run be most successful in conducting his business.

THE MONOTONY OF SHOE-MAKING.

If a man keeps too long at a task he becomes "stale." That's an accepted rule in athletics. It is now breaking into manufacturing. In the shoe industry, it is known as "the monotony of shoe-making." It is getting particular attention from health authorities, also from industrial engineers. These authorities now are of the opinion that a task must be so arranged that it will not become monotonous. How to do so is still an unsolved problem.

In some German factories the routine of the day is broken by a recess in the morning and in the afternoon. In a western factory, which makes supplies for the shoe trade, there is a morning and afternoon recess for employees. Lunch is served during the recess. Some of the employees work as waitresses. In a number of shoe factories there are now rest rooms for women.

In some high-class American manufacturing establishments, the grounds about the factories are made attractive. When an employee looks out the window, he sees a cheerful prospect. This breaks the monotony of his task. It is possible that the American shoe factory system requires too steadfast an application of the worker to his machine. The enthusiasm with which shoemakers demand factory legislation, particularly short working hours, is a sign that this is so. Perhaps shoemakers would be more steady and more efficient if they had ten or fifteen minutes of recess in the morning and in the afternoon. The idea may seem radical, perhaps preposterous; but it's pretty certain that something will be done the next few years to break up the monotony of the task of shoemaking.

WASTE \$10,000,000,000 A YEAR

A German scientist who claims to have made a study of American commercial life makes the somewhat startling announcement that Americans waste ten billion dollars annually.

Among the facts and figures

which he gives to substantiate his statement, are that we needlessly burn up \$250,000,000; \$400,000,000 are spent for water and fire departments in cities in a year. The per capita fire loss in America is ten times as Germany. America 000,000 annually in industrial diseases, cases that arise from or from unsanitary. The losses from accidents is placed at \$100,000,000. Among the losses in the leather industry damage done to cattle by diseases and by

Without doubt, a friend is stating some are worth the cost every American bears and it cannot be done many of these items in advance of the time

On the other hand, the question of what constitutes waste may be well considered. It is well known that German shoe manufacturers do not turn over their capital anything like as many times as do the manufacturers of the United States. This certainly represents waste as judged by American standards. Then, too, it is shown that about twice as many employees are necessary to turn out the same amount of product. Here again is another waste.

We merely cite these instances, not to belittle the criticism of the German scientist, but merely to call attention to the fact that industrial waste is not confined to the items enumerated by him nor to this country alone.

NO SHOES AWAITING ENTRY.

It must be pleasant news to shoe manufacturers to find that boots and shoes are not included in the list of merchandise in bond awaiting the application of the provision of the new tariff law. While shoes are on the free list, the shoe manufacturers of the world are not anticipating the opportunity to flood this market with their wares. Meanwhile exports of American footwear show a pleasing increase each month.

Factory Methods and Systems

"ACCOUNTS."

ARTICLE XII.

By G. H. Foree.

In this series Mr. G. H. Foree, who is identified with the Hamilton-Brown Shoe Co., will not only write in detail regarding practical systems for all departments of the factory, but will also tell of those policies practiced by the largest shoe manufacturers in the United States, building up the mammoth successful enterprises which stamp their managers as real Captains of Industry.

—The consecutive number of the voucher, the date of invoice, date of entry, name and address of purchaser, the name of the account to which the invoice is to be charged and the amount of it, the debit and credit columns for posting and the date the invoice is paid completes the details of the entry record. At the end of each month, the totals of the credit posting column are posted to the "Accounts Payable" in the general ledger, since it is not necessary to have individual accounts with this system.

The same headings are, of course, used on the distribution record that are on the voucher. The totals of these columns are posted to the accounts in the general ledger.

It is apparent how the use of this voucher system simplifies the bookkeeping in a large establishment. Since only one ledger is used, and the "Accounts Payable" account includes all the personal accounts, the superintendent or other members of the firm need only turn to "Accounts Payable" in the general ledger to find the total indebtedness of the firm, while the postings of the distribution record represent the assets or expenses.

When this system is used, no ledger index is necessary, so a card index of all the firms with whom a house transacts business is used, arranged alphabetically. Each month the bookkeeper enters the number of the firm's voucher and the page on which it is entered in, the distribution ledger on these cards. Then, if he wishes to examine the original statements and invoices at any time, he can do so by looking at the card, besides having the page of the account in the distribution ledger.

After an account has been taken care of in the regular way and the auditor has decided whether the bill shall be paid, the voucher is returned to the bookkeeper.

The invoices have been filed according to the dates they must be paid in order to get discounts. This enables the one whose duty it is to attend to payments to know exactly when bills are to be paid, and when the bill is due, he makes out a remittance slip which gives the number of the invoice, date and amount, and if there is a discount he deducts it. Then a check is filled out and attached to the remittance slip, together with the voucher. After

Shoe and Leather Trade in Belgium.

Boot and Shoe Industry.

In Belgium there are 120 boot and shoe factories working with machinery, which is replacing hand work more and more each year, with the result that small manufacturers are gradually disappearing. In fact, machine-made products have outnumbered hand-made articles for five or six years.

During the past three or four years certain Belgian manufacturers, after progressing little during 10 years of so-called modern manufacture, have made effective efforts to meet foreign competition by installing new machines and producing more up-to-date footwear.

There are 32 boot and shoe factories in Brussels, the largest number in any one town; 7 at Alost, 6 at Binche, 5 at Iseghem, 4 each at Herve, Herenthals, Thielt, and Peruwelz, and 3 each at Verviers, Lierre, Antwerp, La Bouverie and Frammeries; others are distributed one and two to a town or village.

With one or two exceptions, the larger factory buildings are constructed on the one-floor system, with serrate roof. Some factories of medium size and smaller have a gallery floor on which the upper-stitching and stock departments are located.

Factory Equipment.

The more important manufacturers now have complete equipments of shoemaking machinery. Prior to 1891, when Goodyear machines were first installed in Belgium, there were not more than two or three manufacturers who made any part of a shoe by machinery (stitching of the uppers excepted) all others manufac-

tured entirely by hand. At this time the entire production of the country, exclusive of goods made at Iseghem, was confined to crude, heavy footwear. Iseghem has long been the home of fine hand-sewn work. About 2,000 persons are now employed in the town on this class of shoe, the output being principally for export trade.

The larger proportion of the shoemaking machinery used in Belgium is furnished by the United Shoe Machinery Co. There are used, besides the machines of this company, those of Moenus, A. G., Atlas Werke, and Kiehle (German); a few Johnson and Daillous machines (French), and a few machines made by the Standard Rotary Co. of England. The three companies last named have sold especially machines for preparation, perforating, etc.

Of the 120 factories manufacturing by machinery, 55 may be called complete plants. Of these 33 use only machines of the United Shoe Machinery Co., 12 use both American and European machines, and 10 use only European machines. Of the 65 manufacturers who have an incomplete equipment, 8 use no other machines than those of the United Shoe Machinery Co., 19 use both American and European machines, and 38 use only European machines. The three German machinery houses mentioned and the American company have depots at Brussels for machines and supplies.

Factory Methods—Character of Output.

Lasting is generally done by hand in those factories not supplied with a full equipment of

machinery. Where nailed goods comprise the output, nailing is often performed by hand. Upper stitching is done by both factory and home workers.

In certain Belgian towns, Binche, for instance, where there are varied industries, such as glove seaming and lace manufacturing, as well as shoe manufacturing, each industry furnishes home employment, and it is the custom for women to work almost entirely in their homes.

The Belgian output includes McKay sewn, nailed, fair-stitched, welted, veldtschoen, and turned goods, named in order of their importance. In certain Flemish localities—Ninove, Alost, Hal, Schellebelle, and Boom—large quantities of canvas slippers are made. A number of manufacturers turn out only slippers; four or five make a specialty of boots and shoes for children, misses, and youths; two or three specialize in women's lines; and two make only men's goods. The remainder produce various articles for both sexes.

During the past two years lasts of American shape have gained much in popularity, particularly for men's shoes. Lasts of French shape are used more generally for women's shoes, though the American style is also used. There are four last factories in Belgium, and two prominent shoe manufacturers make their own lasts. Most lasts, however, are imported from England and Germany. Lasts for men's boots and shoes come principally from England and are furnished largely by the Miller Last Co. (Ltd.), Northampton.

Shoe findings are manufactured in Belgium to a considerable extent and include hobnails and tacks, linings, laces, eyelets and hooks, welting, heels, (wooden, cardboard, and leather), counters (leather and cardboard), elastic gore, linen, cotton and hemp threads, blackings, polishes, stains and wax. Imports come largely from France, Germany, Italy, England, and the United States. The United States furnishes principally tacks, pegs, welting, tools,

brushes, blackings, stains, and dressings.

Labor, Wages and Cost of Living.

Systematic methods of manufacture are not developed so well in Belgium as in Germany or France. The situation, however, shows a tendency to improve among the more prominent manufacturers. In the average shoe factory 60 per cent of the employees are male, 30 per cent female, and 10 per cent children 14 years of age and younger.

The working day is generally 10 hours. Wages are paid by the day and are highest at Brussels and Verviers. In these cities male operatives receive from 4.50 to 7.50 francs (\$0.87 to \$1.45) per day, the average wage for so-called skilled operatives being \$1.06 to \$1.15. Women operatives in factories at Brussels and Verviers are paid from 2.50 to 3.50 francs (48 to 68 cents) per day. In the Walloon locality men receive an average daily wage of 4.50 francs (87 cents), and women 2.50 francs (48 cents). In the Flemish part of the country a still lower wage obtains—approximately 3.50 francs (68 cents) for men and 2 francs (39 cents) for women per day.

The wages mentioned are, it is stated, good averages for machine operatives in the different localities. In no instance, among either male or female operatives, is skill or efficiency equal to that in the United States.

House rents paid by the average shoe worker in Brussels vary from 22 to 28 francs (\$4.25 to \$5.40) per month. These amounts provide two rooms and a garret, which quarters constitute the usual habitation. In the provinces from 18 to 22 francs (\$3.47 to \$4.25) per month are average rentals, these amounts securing small houses with four rooms and two garrets, and usually a small garden.

Factory Buildings—Retail Prices—Exports.

Belgian manufacturers as a rule own their factories. If a factory is rented the manufacturer pays as rental from 5 to 6 per cent

of the value of the premises. As regards power, the larger factories generally have steam engines, medium-sized factories use gasoline, and smaller ones gas. Recently some manufacturers have installed electric motors.

Two Brussels manufacturers (Manufacture "Elite" and Frans Fils) have retail stores for the disposal of their products. The better grades of men's and women's Goodyear-welted shoes are made from box calf and glazed kid, the men's goods on American lines and women's on both English and French forms. Men's goods usually carry an English 8-8 to 10-8 heel and women's a Cuban heel or a Louis XV 12-8, 15-8 or 16-8 heel.

Belgian-made boots and shoes are sold at retail prices ranging from 9 to 25 and 30 francs (\$1.74 to \$4.83 and \$5.79) per pair. The goods most largely sold are in grades ranging from 14 to 22 francs (\$2.70 to \$4.25) per pair. The value of the annual machine-made footwear production is officially estimated at about \$2,500,000.

Exports of boots and shoes from Belgium during 1911 were as follows: France, \$136,419; Netherlands, \$39,717; Germany, \$27,863; Italy, \$22,504; Switzerland, \$15,694; Great Britain, \$11,868; Egypt, \$5,045; other countries, \$18,776; total, \$277,886.

HOW SHOULD THE LAST ROOM BE ARRANGED?

October 7, 1913.

American Shoemaking,
212 Essex Street,
Boston, Mass.

Dear Sirs:—

We have noted, with interest, in your magazine, different "Lay Outs" of different departments in factories, but we have never noticed a good lay-out for a last room, independent of the factory or bottoming room, that is, a room that is used for nothing else but for storing active lasts.

If you can furnish us with some information regarding this, or publish a lay-out for a room, showing style of racks, etc., we would be very much obliged to you, or if you can put us in touch

with someone that can give us some up-to-date information regarding this, we would thank you to do so.

We manufacture men's and women's fine welt shoes in a factory of moderate capacity.

The room would be required to hold between 25,000 and 30,000 pairs of lasts, 90 per cent of which are men's and 10 per cent women's.

Very truly yours,

— — —

FIGURING THE COST OF PRODUCTION.

Question and Answer.

We print below a question that has been submitted to us by one of our readers with the answer as given by our Mr. Dow, thinking it may prove of interest and value to other readers.

American Shoemaking,

Boston, Mass.

Gentlemen:—

As I know that you are always ready to help your subscribers, I will take the liberty to ask you if you will kindly send me a standard or sheet of last prices for men's welted shoes. Having taken charge of a new factory, I would like to start right and find out where we are at. What I want to know specially, is how to figure insurance, light, power, office and traveling expenses, royalty on Goodyear machines, in fact, all instructions that can help me. I want to be instructed about the overhead charge.

ANSWER TO QUERY BY MR. DOW.

Dear Sirs:—

In regard to figuring the cost of production, I will state that I have published in the American Shoemaking two series of articles touching strongly upon this very point. It may be to your interest to order the bound volumes, containing these series, sent to your office. In regard to the cost items that you mentioned in your letter, viz., insurance, light, office help, traveling, and royalty upon leased machines, I will say that traveling does not come under the head of manu-

facturing expenses, and should not be figured into the cost of producing the shoe. Also, royalty of leased machines is not figured like the other items mentioned, where the royalty appears in the form of a certain price per pair, or a certain price per dozen; but royalties on all machines put in under the head of so much per year, would be figured the same as light, power, management, interest, insurance, and depreciation of plant. These should all be figured up and added up to give you the total of the overhead expense. This overhead expense must be divided amongst the number of pairs of shoes you will make in the coming year.

If you are starting new, you will have to estimate about how many pairs you expect to make, only to be sure to estimate on the safe side in figuring costs. If you have been running for several years, an examination of the firm's books will show you how many were made and shipped last year, year before that, and the year before that. This knowledge will give you some idea of how many shoes you will sell this coming year. Then divide your overhead expense, as said before, by this number of pairs you will make and that will give you the overhead cost per pair.

Hoping this information will aid you, and inviting you to write further if you need more detail, I am

Sincerely yours,
R. W. DOW.

A TIGHT SEAM AND A HARD SOLE.

Every rule carries an exception, and this is the case when speaking of a very tight seam, viz., a hard sole. During the wear of the shoe something must give, and the hard sole will usually break at the line of stitching, which is worse than a loose seam in the first place. Again, the hard sole must not carry a wide or turn sole, and the reason for this is that the curved needle will lift up on the substance

when going through and tear it up before the stitch is made. A narrow substance is wanted and not extreme tension on the thread, as the tightness of the stitch will exclude water, but will also cause the seam to break away quickly.

A hard sole for turn shoes should never be used, as turning the shoe right side out will be a hard task for any man. Speaking on this subject reminds the writer of the fact that many turn shoes are being made in Brooklyn, Lynn and other shoe cities especially for street wear. The hard sole must then be utilized. There is a good feature about hard soles in turn shoes, and that is, besides the wearing qualities, the possibility of having an extension edge as on a welt.

PERFORATING VAMPS AND TIPS.

Perforating the vamps of men's shoes is now in vogue in many factories. The perforations are quite large, and a row of stitching extends at each side of the perforations. The writer has noticed that some vamps are perforated all around, while others are perforated only up to the ball of the last. The last method is to perforate from the ball up to about one inch from the back seam. If perforations are put in at the last seam the stitches will quickly give way under the motion of the foot. Moreover, the perforations at the extreme rear of the shoe are not as prominent as those at the sides of the shoe.

On a button shoe, high toe, the large perforations are more adaptable than on any other kind. From over-straining at the lasting of the tip, the perforations are often stretched out of shape. To overcome this trouble a double row of stitching is necessary at that part of the shoe. To compel the lasters to pull with less force would only mean greater defects. When the box-toe is stitched in with the tip, the perforations will not be pulled out of shape, and the usual procedure is now to stitch the box-toe with the tip, as this is conducive to other good results.

Standardizing Shoe Patterns

Answers to Queries

ARTICLE VIII

How to increase the efficiency of our working force: Make conditions so that the work will come easy to them and kept moving in one direction.

As leather is bought to make shoes, it should be all cut into shoes and not put into bags, to sell later to dealers for a few cents per pound.

John E. Lawton

How do you cover different heights of heels, say, 12-8, 14-8, and 16-8 inch, with one set upper patterns?

First, we find the shoes that are made in largest numbers, the height of heel on that particular shoe, then we make an average when striking outline for standard or shell of upper pattern. As the shoe will average 15-8 inch heel in most cases, it is safe to fit pattern on 14-8 height heel. This will come between the high and the next lowest heel under the center.

The pattern can cut for shoe on 12-8 heel, and 16-8, without throwing outline far out, as the standard selected for trials come between these heights. Should a heel 10-8 inch be wanted, the same pattern will answer for the shoe, as the amount of these heights will be limited. The only noticeable feature will be that the leg will pitch back more, than when the pattern is used on a 14-8 inch heel.

This is not a bad feature, as many shoe dealers like the custom look that the shoe takes when the leg throws back, and when the fit on leg is correct, the shoe will come up snug, and fit

the feet at back perfectly; there will be no wrinkles at the back of the counter.

This throwing back of the leg when drafting shoe patterns, was and is used by many custom shoe men, while the regular shoe factory pattern designer sets his leg perpendicularly, the trade having demanded it for several years. All who have studied the question, must say that the old custom way has advantages over the accepted way in which patterns are supplied to the shoe trade, namely, the shoe cut as now pronounced by jobbing trade correct, will wrinkle at the back of heel seam, and if hard counter is in shoe, will cut through the stock. The stitching at heel seam will often rip at back of shoe, due to the see-sawing the upper gets from the stock in wrong places. When you look at some shoes on the feet, you wonder where all the surplus stock comes from to make the wrinkles. This is not found in a shoe that has the leg held back, that has the appearance of throwing back. When the proper pitch for the leg of pattern is determined, the height of vamp is settled; then the line of tip, from this standard, all fu-

ture designs can be created, you have a foundation or basis for your upper pattern that will always stand.

Remember, the lasts may change, but not the feet, so your change will be at the toe of last only. Perhaps the shank should be wider than you have been making, or a change in shape of top lift or shape on heel, but the body of your last, never.

Having proved the model size, next take the smallest size on your run of sizes, then take the largest, make up trials on these extremes, when upper is on last; note if any changes will improve the conditions. If the result looks good at this point, send the shoes along to be finished, but do not yet order patterns. Wait until the shoes are all finished, then look carefully for some defect, that may have escaped your notice at first examination.

If shoes still look good, then order patterns or dies as wanted. Test extremes on sizes, test extremes on styles of toes, test extremes on widths of lasts; in this manner all points are covered before patterns are made, all mistakes will have a chance to become known.

How to increase the efficiency of our working force:—Make conditions so that the work will come easy to them and kept moving in one direction. When putting up work for the cutter, bunch several tags in one cutting; the special tag shows the cutter only the pairs and sizes to cut. Side patterns take out all cuts not wanted. The foreman or assistant will give instructions about cutting shoes. The cutter simply saws wood; an occasional visit from the foreman will show if things are coming as they should. As leather is bought to make shoes, it should be all cut into shoes and not put into bags, to sell later to dealers for a few cents per pound.

One condition that was considered necessary for the success of the business, was the careful sorting of the work, as it left the cutter's board, and more money

profits have been shown at this point than would be thought possible by many engaged at the present time in the management of rooms and factories.

The aim should be to produce a shoe that will run uniform. How can it be possible to cut a run of shoes from a small lot of stock that comes to him as the leather was bought from dealer, unless the leather is purchased in large quantities so a selection can be made and stock put up as per grade. The cutter cannot, and the foreman will not expect, a shoe to run any better than the stock given out on job.

When cut work passes through the hands of a sorter, the cutters are careful, both as regards the count and the quality, as they know that many pieces thrown out by the sorter, means losing their jobs.

The writer maintains that all tags should go to the cutter to read exactly as they are made out, and cut the sizes as the tag reads. If the tag calls for 5 pairs, size 4 1-2, they should cut 4 1-2 size, and not 3 1-2 or 5 or 5 1-2 size. The mental work required to cut up or down is not the issue, but we must eliminate all possible chances to have mistakes occur in the cutting of leather either cutting room or sole leather room.

Give to the cutter, either on upper leather or sole leather, tags made out so they will cut exactly as sizes are marked. This work is scheduled at the office, and properly charted for the different lasts; also the different leathers. This will assist in getting through each room work without mistakes.

When a manufacturer has a standing order for a certain shoe, how easy it is for large lots to be put up and cut, then sorted into grades, pigeon-holed and as wanted, and taken down and sized for stitching room. At any time the foreman can pick out of the cutting ahead as many pairs of any grades on hand and always be prepared to cut off at short notice the stocking ahead on this shoe.

Brazilian

Custom House Regulations and the American Salesman.

It is always advantageous to know the "red tape" involved in doing business in a foreign country.

It is quite true that South America is a tremendously valuable market.

(By S. Alfred Bennett in American Industries.)

"It is always advantageous to know the 'red tape' involved in doing business in a foreign country. Some of our export salesmen become discouraged early because they have neglected to study the conditions which must govern the most elementary transactions. Getting his samples through the custom house has spoiled the temper—if not the entire trip—of many an otherwise good salesman. In the following article, Mr. S. Alfred Bennett, a young American who has had some interesting experiences in the 'Continent of Opportunity,' relates some of the difficulties to be encountered in getting one's samples through a Brazilian custom house, and points out some ways of expediting the matter."

It is quite true that South America is a tremendously valuable market and if the proper man is sent down there and has a fair knowledge of what the difficulties are before starting in, there is no reason in the world why he should not be successful.

Brazil is the rock on which perhaps ninety per cent of the commercial ships are wrecked. While the large cities of this country are thoroughly up to date in every way and the people most charming, talented and cultured—keen to take advantage of anything that is progressive—yet it is sad to know that the laws and regulations governing imports are in a very nebulous state. The keynote to this bad situation is the *alfandega* (or custom house) and without a working knowledge of this institution one may be put to

a great deal of expense, bother and delay.

Many traveling salesmen have been held up for from two to three months before being able to release their samples. In all countries where tariffs are imposed there is necessarily a great amount of red tape, but Brazil seems to have a superabundance of this article.

A great deal of smuggling is being carried on, although not as much as in past years; in fact the Government is making strenuous efforts to wipe this sort of thing out altogether. Very few of the steamers use the docks in any port of Brazil except Santos; consequently all of the baggage is taken ashore in small boats and placed in the custom house warehouse, leaving to the owners the pleasurable task of hunting up their boxes as best they may. Right here let me state that it is quite foolish for anyone to undertake to do anything for himself in the way of dispatching his goods, and trying only further complicates an already complicated matter.

The first thing one should do on landing is to hunt up a well recommended *despachante* (or custom house broker) and be sure he is in good standing with the custom house. All of these *despachantes* are licensed by the Government and are required to deposit a bond, yet a great many have been so much engaged in the bribery and smuggling business that the honest inspectors are very strict with them, making the poor passenger suffer a great deal

for the despachantes' past behavior.

There are three legitimate ways in which samples may be brought into Brazil.

1. One may pay the duty, and afterwards sell the goods in the country. This, of course, necessitates the shipping of duplicate sets of samples to any other country the salesman may care to visit.

2. One may mutilate samples in such a way that they are entirely unsalable. In this case no duty is charged. This, however, is rather an expensive method, especially if large lines are shown. In a great number of cases salesmen have found it much cheaper to pay the duty than to destroy valuable samples. Many come with what they call "incomplete samples" such as one of a pair of shoes, or one garment of a suit of clothes, expecting to pass their samples free of duty, but they are sadly disappointed as the Government officials hold that the complements of these samples may come in on the next steamer (also as "incomplete samples") thus completing the shipment, hence full duty is charged.

3. One may bring his samples in under what is known as the "deposit system"; this means that you make an official declaration, giving the name of the steamer you arrive on, and state that your baggage consists only of samples, which you intend to take out of the country as soon as you have finished your business. Your goods are then inspected and weighed and you are required to pay the duty, and the custom house issues you a receipt for the same. On leaving the country your goods must be repacked and sent a few days ahead to the custom house of the port of entry and you must give the name of the steamer you intend to sail by, also your port of destination. You are then required to put up a bond for the original duty, which will be cancelled when the proper landing papers are sent to the Brazilian Government. It is not necessary for this bond to be in cash, but the Government will take any well rated

local firm's signature. Your goods are then weighed, and reinspected in order to ascertain if they are the same as brought in. You are also required to obtain a letter from the steamship company to the purser of the steamer which you intend sailing on, authorizing him to accept so many boxes; this letter you give to your despachante, who in turn delivers it to the custom house. As soon as the steamer arrives in port the custom house has this letter O. K.'d by the purser and delivers your baggage to him (taking it out in a Government tug). The custom house also takes a receipt from the purser. Your deposit is then returned to you less a tax of five per cent of the original duty, payable in gold, and as gold is selling at about 1.6 over paper, this really means ten per cent where you include the port tax and the various stamp taxes.

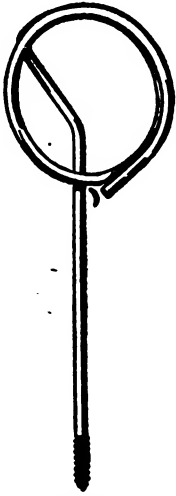
A heavy fine is imposed on the guarantor in addition to the amount of the bond if these landing papers fail to show up, hence local concerns hesitate to undergo the responsibility unless they have business connections with the house; if they have, most any concern will do this. When samples arrive at the port of destination, say Buenos Aires, for instance, it is necessary after complying with the custom house regulations there to take the papers to the Brazilian consul and have him sign the same, then send them back to the Brazilian custom house, so that the bond can be released. This is done to prevent the goods from re-entering any other port in Brazil, because it is quite plain that after the deposit has been returned and the merchandise comes out of the port of "Rio" marked "OK" by the customs house and then enters the port of Santos, let us say, the Government would necessarily be the loser.

—Tomorrow will be filled with its own duties and the man who does not do today's work today will find tomorrow that someone else had done it and reaped the reward.

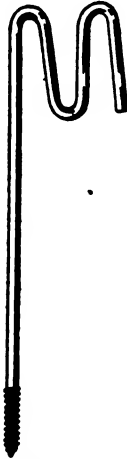
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CUTTING DOWN MOTIONS.

The toe end of the shoe must often be wet before the turn or welt sewing. The operator who had a dish directly underneath the sewing machine and who deftly dropped down the toe of the shoe into the water, practically wet his shoes without any extra work. Some operators do not place a lot of shoes near the machine, but take the shoes one by one from the rack. Nothing is so detrimental to speed.

A welt sewing machine was seen with a large iron table generously perforated to allow tacks and other objectionable matter to drop to the floor. This table had a new feature in the size of it. It could hold several pairs more than any other table forming part of a machine. The writer would suggest that the machine table be made adjustable up and down to suit the various desires of operators. Some claim that a greater speed is possible with the table high up, as the motions of getting the work from and returning it to the table are greatly

cut down. It is a fact that the nearer the work stands to the sewing mechanism, the quicker the operations on each shoe can be performed.

STRIKING PROOF OF EFFICIENCY OF ELECTRICITY.

A special article in American Shoemaking of recent date dealt with the efficiency of electric power in a general way. A striking proof of some of the statements of the article were furnished the other day by the experiences of manufacturers of Peabody, Mass. The town electric station, which supplies electricity for light and power to a number of factories, burned about 4 o'clock in the morning. It looked as if the factories would have to shut down until the power plant could be repaired. But the nearby Salem Electric Light Co. ran emergency wires into the town of Peabody and made connections with Peabody wires, and before seven o'clock in the morning it was sending enough electricity into Tannery Town to drive the machinery in the factories.

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New Patents in the Trade.

What They Are About and the Claims Made for Them. Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

Following is a list of patents issued during the current week, further information regarding which may be had through the office of American Shoemaking.

Squeak Preventor for Shoes—No. 1,075,039, to Irving L. Keith.

Insole—No. 1,075,188, to John Buckley.

Welt Grooving and Beveling Machine—No. 1,074,726, to Harry Lyon.

Heel Blacking Machine—No. 1,074,707, to John Baptiste Fontaine.

Looper Mechanism for Sewing Machines—No. 1,075,082, to Harrie A. Ballard.

Box Lid Nailing Machine—No. 1,074,800, to Alfred Stephen King.

Shoe Form—No. 1,074,723, to Alfred G. Legge.

Locking Device for Tack Raceways—No. 1,074,997, to Anthony Witt.

Bathing Shoe—No. 1,074,595, to Albert Aumont.

SHOE HEEL NAILING MACHINE.

No. 1,074,469.

Letters patent have been granted John F. Salaba on an invention which relates to improvements in shoe heel nailing machines, and the object is to provide a shoe heel nailing machine with guarding means by which the chutes holding the nails in position to be driven into

HEEL BREAST BUFFER.

No. 1,073,949.

Letters patent have been granted Herman G. Beudix on an invention, among the objects of which is to improve heel breast buffers so that the buffing operation may be performed in a better and more rapid manner than has heretofore been possible and also whereby the danger of damaging the texture or finish of the fine material of which the

heel prevented from accidentally receiving a second charge of nails before each preceding charge has been driven into the shoe heel.

Another object is to make such guarding means easily applicable as an attachment to heel nailing machines already manufactured or in use.



main portion of the shoe or slipper is constructed may be obviated.

A further object of the invention is to provide a buffer which may be maintained in a satisfactory operative condition for rapid work at a low cost and which is adapted to operate upon different portions of the heel.

PROCESS OF DRYING SOLUTIONS APPLIED TO KID LEATHER OR OTHER MATERIALS.

No. 1,074,346.

Letters patent have been granted George W. Bernauer on an invention which relates to processes or methods of drying solutions applied to leather, kid, calfskin, or other materials, and has for its prime object to afford a process whereby so-called "patent leather" or "enameling" solutions can be applied to a finished shoe and very quickly dried thereon without damage to the sole and other parts of said shoe not treated with said solution.

In the lasting of shoes made of or comprising patent or enamel leather great trouble has been experienced from the liability of the brittle finish of such leather to crack and from the further fact that the said finish is frequently scratched and otherwise damaged and rendered unsightly during the course of manufacture of the shoe. This necessitates repair before the shoes

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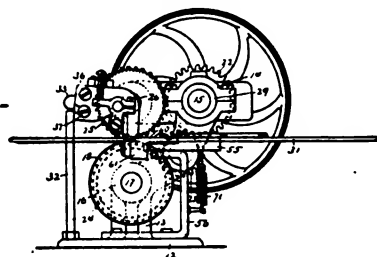
United Shoe Machinery Co.

Boston,

Mass.

are merchantable, which is usually accomplished by sandpapering off the enameled surface of the leather until the defects are eliminated, applying a coating of collodion, and next applying one or more coats of liquid enamel, each of said coats being allowed to dry thoroughly before another is applied. As one long experienced in the art of shoe manufacture, the inventor is aware that, prior to his invention, twenty-four to forty-eight hours were ordinarily required for the hardening of the said coats of enamel before the shoes were in fit condition to pack for shipment which, as will be appreciated, entailed the use of a great amount of space, the expenditure of

of the strip between the rolls, the upper roll being accompanied by a grooving knife, which is also movable toward and from the lower roll and the beveling knife, so that the machine adjusts itself automatically to the thickness of the welt strip and is adapted to form a groove of uni-



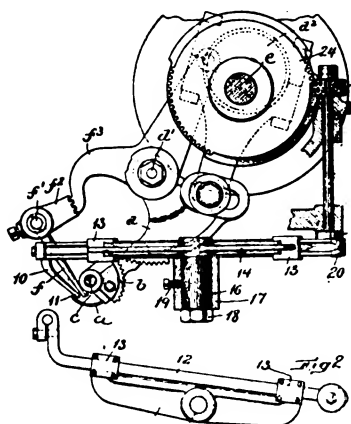
form depth, regardless of the thickness of the strip, and also to bevel the edge of a strip of any thickness.

The invention is also embodied in a machine characterized as above stated, and provided with an adjustable gage for the inner edge of the welt strip, said gage being adapted to be quickly adjusted to the width of the strip, and to be automatically locked in its adjusted position.

LOOPER MECHANISM FOR SEWING MACHINES.

No. 1,075,082.

Letters patent have been granted Harrie A. Ballard on an invention which has relations to looper mechanisms for shoe-sewing machines, and it is applicable to both chain-stitch and lock-stitch machines.



The object of the invention is to provide a simple mechanism by which the looper may be given the desired movement so that its nose may be caused to lay the thread as may be desired about the needle.

WELT GROOVING AND BEVELING MACHINE.

No. 1,074,726.

Letters patent have been granted Harry Lyon on an invention which relates to machines for grooving one side of a strip of leather or other material suitable for welting for boots and shoes, and for forming a beveled face on one of the edges of said strip, or for performing either of these operations, the two operations being preferably performed simultaneously.

The invention is embodied in a machine having a lower and an upper strip-feeding roll, the lower roll being journaled in fixed bearings and being accompanied by a fixed beveling knife, adapted to act on one edge of the strip, while the upper roll is journaled in movable bearings, and is adapted to be moved toward and from the lower roll and conform to the thickness

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TIPS AND TAPS.**Short Notes of Shoes and of Shops.**

—A large New England firm, making women's shoes, puts an extra fine finish on shoes, gets a good price for them, and manages to make money even in these days of high price leather.

—An Ohio retail shoe store advertises that it has 26,000 feet of floor space, has shelves to hold 75,000 pairs of shoes, and can comfortably seat 500 persons at a time. It is one of the five largest retail shoe stores in the country. It is bigger than the average shoe factory.

—Hovey Slaton, of F. M. Hoyt Shoe Co., Manchester, N. H., says that if tanners have curtailed their production of leather from 60 to 75 per cent of normal, as is currently reported, they haven't used up all the hides in the market. He wants to know who has the hides.

—Joseph M. Herman & Co., Millis, Mass., has a contract to make 30,000 pairs of shoes for sailors in the navy of the Argentine Republic. They are to be like shoes that the firm is making for sailors in the United States navy.

—A sole cutter says that 90 per cent of the sole leather made in this country today is extract tanned.

—Brockton, Mass., is boasting that Capt. Ronald Amunsden took a pair of Brockton-made shoes on his journey to the South Pole. He bought them in Christiania, Norway.

—High-grade fabric laces for fabric shoes are tested to a strain of 240 pounds, on a special machine. A man could throw a lace over a hook, and haul himself up on it.

—Ballet slippers, once used by dancers on the stage, now are being used for aesthetic dancing in women's gymnasiums, and even in ball-rooms.

—Makers of metal buckles now are selling to shoe retailers, and are supplying them with buckles to retail at from 50 cents to \$5 a pair.

—It is said that Lynn (Mass.) manufacturers buy more than \$10,000,000 worth of leather in a year, or more leather than do manufacturers in any other shoe city.

—A salesman for a leather house says that his customers in Haverhill, Mass., have decreased their purchases of leather by \$500,000 annually. They are using fabric in place of leather.

A VETERAN INVENTOR.

Alexander McDowell, of the McDowell Machine Co., Lynn, Mass., is busily at work at the age of 71 years, inventing and improving shoe machinery. He was born in County Armagh, Ireland. He learned the machinist's trade in his native coun-

try. He came to this country when he was 22 years old, to work for the McKay Machine Manufacturing Co. He was at the Lawrence (Mass.) shop of the McKay Co. in its early days. In 1884, he came to Lynn and started a machinery business on his own account. He built up a good business. He was offered \$50,000 for his patents, machinery and business. At about this time, his place was completely destroyed by fire. He continued in the machinery business, despite falling health, and the reverse of the fire. He now makes a specialty of machines for shaving and finishing heels.

Cork for soles and fillers of shoes, as well as for stoppers of bottles, is had chiefly from Spain and Algeria. It is had from the bark of a species of oak trees. Cork is scarce in supply, because of the great demand for it. So the agricultural department is undertaking to demonstrate that cork can be cultivated in Florida.

Mr. Ernest J. Wright

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Novelty Selling Co.,

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NEWS OF SHOE FIRMS.

—It has been rumored that the shoe factory operated by the Mutual Shoemakers at Ellsworth, Me., was to be removed to Biddeford, Me., because of dissatisfaction with the financial support given the company in Ellsworth, but at a meeting held Monday afternoon it was decided that the factory should remain there. The factory was opened about a year ago and has been steadily growing and turning out the best of shoes. Percy B. Russell has been at the head of the manufacturing department.

—The dissolution of the A. W. Shaw Corporation of Freeport, Me., was ordered on Sept. 22. Arthur W. Shaw, formerly president of this company, is now serving a sentence for defalcation of part of the company's funds. The receiver of this company, Edward W. Wheeler of Brunswick, Me., has collected and distributed \$272,905 to creditors, whose claims amounted to over \$325,000.

—An explosion of gum cement in the A. R. Hyde Shoe and Slipper Company factory at 432 Columbia street, Somerville, Mass., Oct. 5, probably due to the ignition of a snap match, caused a blaze that did about \$2,000 damage. A. R. Hyde and his son, Max Hyde, were slightly burned in endeavoring to extinguish the flames.

—The employes of the W. L. Douglas Shoe Co. No. 1 and No. 2 factories, Brockton, Mass., were given an unexpected opportunity to attend the Brockton Fair last Friday, through trouble with a steam pipe, which interfered with the work and led to the dismissal of the force.

—Shoe shipments from Haverhill, Mass., last week amounted to 12,703 cases, as compared with 11,699 cases for the previous week and 11,129 cases for the same week of last year.

—The employes of the Curtis Shoe Co., Marlboro, Mass., recently signed a petition asking that the summer schedule of Saturday half-holidays be continued in force during the entire year. Supt. Charles W. Curtis stated that he could not see his way clear to grant this request.

—Bresnahan & Kelleher, of Newburyport, Mass., have recently opened an office at 110 Summer street, Boston.

—The Joseph E. Knox Co., die manufacturers of Lynn, Mass., report brisk business among the Philadelphia shoe factories.

A SCHOOL FOR INSPECTORS.

The Massachusetts commissioner of weights and measures called a school of inspectors at the factory of the Turner Tanning Machinery Co. in Peabody, Mass., one day last week. Thirty inspectors, representing as many shoe and leather making cities and towns, attended. John J. Cummings, state inspector, demonstrated methods of testing leather working machines, using machines made by the Turner company. Mr. Cummings will have charge of the enforcement of the law relating to leather working machines.

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LYNN, MASSACHUSETTS.

Brockton and South Shore.

Trade Notes, Personals, Etc.

—Shoe shipments from Brockton last week amounted to 14,293 cases, sent out from shipping points as follows: Brockton Centre, 3351 cases; North End, 5451 cases; South End, 5491 cases. The total shipments to date amount to 565,510 cases, which is 3164 cases more than for the same number of weeks last year.

—John Gray has been promoted to the position of assistant foreman of the gang room at the factory of the E. E. Taylor Co. in Brockton. He succeeds Harry Fulton, who recently resigned.

—George Dunham has taken a position as general superintendent of the factories of the Sears-Roe-buck Co. He was formerly superintendent of the Nashua, N. H. branch of the E. E. Taylor Co.

—John Burdett, Arthur B. Alden, Lyman J. Welber and Alfred Burdett, have been incorporated as the Harvard Cement Co., doing business in Brockton. The capital stock is \$80,000.

—W. B. French, of the J. E. French Co. of Rockland, has recently sailed for Europe, combining business and pleasure.

—Moses Dorey has accepted a position as foreman of the sole leather room at the factory of Condon Bros. Co. of Brockton.

—Fremont Young, a prominent business man of Brockton, passed away at his home in that city last Friday afternoon. He was fifty-seven years of age, and leaves a wife and two daughters. For several years he was employed at the O. A. Miller Treeing Machine Co., later becoming superintendent of the Mawhinney Last Co., and then was admitted as a member of the firm. About two years ago he retired from active interest in the firm, and has been in poor health since.

—The output of the Emerson Shoe Co. of Rockland will be increased fifteen dozen pairs per day. The executive board of the Boot and Shoe Workers' Union recently granted the request of the company to give them a new price list on the \$3.50 grade shoe. The output will probably be increased in the near future.

—While on his trip abroad, Eldon B. Keith, treasurer of the George E. Keith Co. of Brockton, purchased a large oil painting of the life of a Russian Cossack. It will be hung in the outer office on the first floor of the new executive building.

—Last Thursday morning, one-half hour before the time for the whistle to blow, the starting valve

and throttle on the engine of the No. 1 factory of the George E. Keith Co. of Brockton, blew out, badly scalding the engineer, Alonzo E. Nelson, who lies at the Brockton Hospital in a serious condition. The prompt arrival of the fire department and the quick withdrawal of the fires, averted a serious disaster.

—The North End Box Co. is a new firm that is to manufacture paper shoe cartons in the building on Field street, formerly occupied by the Montello Heel Co. Recently, this building was purchased by Daniel W. Packard, one of the directors of the W. L. Douglas Shoe Co. This led to the report that the Douglas people were to make cartons there for their own use, but this has been denied by H. L. Tinkham of the company.

—Walter Rapp, of Brockton, a leather dealer in Boston, has been appointed by Governor Foss as a trustee of the State Insane Asylum at Medfield, to succeed Ira G. Hersey, who recently resigned. Mr. Rapp has served in both branches of the City Council, also as a member of the school committee.

—Charles S. Beal, formerly superintendent of the tannery at the W. L. Douglas Co. plant in Brockton, was a candidate for the Republican nomination for representative. The result was a tie vote, with a candidate from the same town. The contest will have to be settled by the committees of the three towns comprising the district.

—The Woodward & Wright Last Co. of Brockton, who recently applied for permission to use the "Made in Brockton" stamp, issued by the Chamber of Commerce, has been given permission to use it, and contracts have been signed to that effect.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday night, four applications for membership were received, and one man was elected to membership.

CHROME vs. RUBBER SOLES.

One of the next important steps in the shoe industry will be the use of chrome soles of shoes for tennis, golf and other out-of-door games. Manufacturers are showing samples of such shoes with chrome soles for next spring and summer and will sell them in competition with popular rubber soled shoes. It is claimed that the chrome soles are lighter and more durable than are the rubber soles, and that they will not crack. They may be treated so that they will not slip on wet surfaces.



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Lynn and the North Shore.

Trade Notes, Personals, Etc.

—A. E. Little & Co. are preparing for an extensive development of their shoe manufacturing business. They have purchased the R. & G. factory at Newburyport, and will use it for the manufacture of women's turn shoes. They also are operating a branch factory at Brockton for the making of men's shoes. They are also having shoes made on contract. They have purchased a large tract of land in the heart of Lynn, and are having plans prepared for a factory and for a large warehouse. They are getting ready for a large increase in both their domestic and foreign trade. They have a chain of Sorosis stores in this country. They are associated with a Scotch syndicate, which has Saxone-Sorosis stores in nearly every large city in Europe.

—It is a common report in Salem, Mass., that George C. Vaughan will erect in Blubber Hollow a large factory, which will be leased by an out-of-town firm making men's footwear. The building will stand on the site formerly occupied by Mr. Vaughan's sole leather tannery. The ruins of this tannery now are being cleaned up, and the vats are being removed, preparatory to the building of a new shop.

—At the Mitchell, Caunt Co. shoe factory in Lynn, stylish McKay shoes for women now are being put through the workrooms in fourteen days. Commonly three weeks are allowed for the manufacture of McKay shoes. The firm is employing some new methods of manufacturing, which enables it to get out its shoes in fourteen days.

—The Peabody Leather Co. has purchased 40,000 feet of land on Walnut and Grove streets, Peabody, Mass., and will erect on it a factory for the manufacture of shoe stock. The Peabody Co. is a branch of the Western Leather Co. It has been making shoe stock in a factory on Foster street, Peabody, the past two years, and it has outgrown this factory.

—Creese & Cook, calf leather tanners, Danversport, Mass., have purchased several large tracts of land along the Danvers River, to provide for the future growth of their business, and to protect their water rights. They also are building one of the largest and finest beam houses in the North Shore district.

—W. J. Budgell & Sons, Peabody, Mass., have completed a new factory, which takes the place of their shop which was burned last July. It will enable them to double their

output. They make sheep leather for the shoe and the novelty trade.

—Vincent T. O'Keefe and his father, Patrick, are forming a company to make India leather in the O'Keefe factory on Foster street, Peabody, Mass. Patrick O'Keefe has been in the leather trade for 40 years.

—Kenney & Bessant, Lynn heel makers, made and shipped more heels last month than in any month during their business career.

—Tenney, Stoughton Shoe Co., makers of popular lines of women's welt shoes, West Lynn, are resuming business.

—Faunce & Spinney, Lynn shoe manufacturers, have taken 40,000 feet of land in an adjoining factory, and will increase their output of shoes in Lynn.

—Discussion of the graded price list between a committee of Lynn manufacturers and executive boards of Lynn labor unions were interrupted last week. Charles Cotter, head of the manufacturers' committee, was called away from Lynn on business.

—Tango styles are now a fad in women's footwear, and many tango shoes are being made in Lynn shops. They are pretty extreme styles in footwear. One of them, for instance, is a Mary Jane pump, of patent leather with a rubber sole. Another is a colonial pump, with a wide ribbon lace that twines around the ankle and fastens with a bow knot.

—It takes a yard of ribbon for the bows of some of the Athenian style shoes that now are made in Lynn shops.

FOR SALE

One Champion Stitcher
Pelisher and Finisher, Style No. 23-2989
One Singer Stitcher, Style No. 29-4, G. 1184081
One Singer Stitcher, Style No. 29-4, D. 732882
MRS. F. C. MAYER
404 6th Avenue, Antigo, Wis.

ALBANY LAST CO.
ALBANY - - NEW YORK

MAKING GOOD
LASTS

SINCE 1903 : : :

Let us Send You a Trial Pair.

Universal Welt System

generally known' as

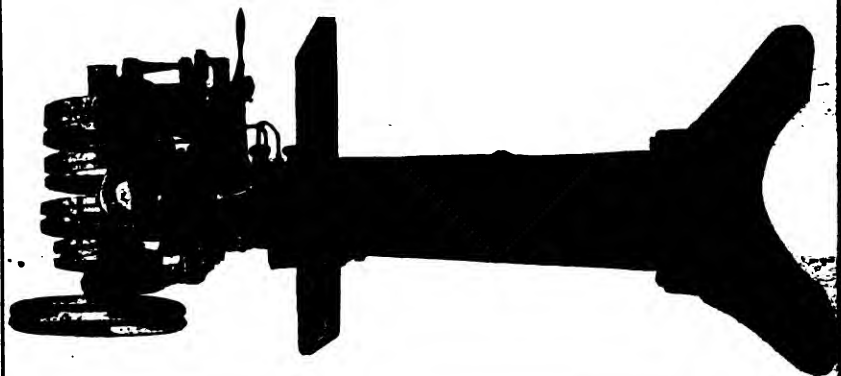
English Welt Work

and popularly known as the

Best Wearing Shoes

The kind with a full length slip sole or liner, McKay sewed to the insole, which keeps the shoe in shape and to which is stitched the outsole, same as in welt work by the UNIVERSAL(Non-Royalty)

OUTSOLE RAPID
LOCKSTITCH MACHINES.



CATALOGUES ON REQUEST.

Universal Shoe Machinery Co.

3727-41 Forest Park Blvd., St. Louis, Mo., U.S.A.

At Leipzig Fair

From Left to Right—S. H. B. Livingston of Livingston & Doughty, Leicester, England; Hans Dorndorf of R. Dorndorf, shoe manufacturer of Breslau, Germany; Ray Richmond, Belcher Last Co., Stoughton, Mass.; Eugene Wernigt, German shoe buyer; Seated—Max Brown of Brockton, Mass.

This picture was taken by Herbert Dunbar of the Dunbar Pattern Co., Brockton, Mass.

—More than a dozen making room employes of the George R. Jones Shoe Co. were discharged last week on account of trouble between them and Mr. Joseph Connor, the assistant superintendent. Plenty of help stood ready to fill the vacated places.

No. 11601. Shoe Agency.—An American consul reports that a business man with some capital would like to represent a first-class American shoe firm, selling to dealers in Eastern Europe. Correspondence may be in English.

Eureka Pink Folding Cement

Is sold F. O. B. your city—on a money back basis, because we have absolute confidence in its quality. 25 years experience back of every gallon.

THE BEST FOR OILY STOCK—GET A SAMPLE AT OUR EXPENSE.

**EUREKA
CEMENT CO.**
NEWARK, N. J.

South Shore Supplies
Co., 8 Commercial Wf.,
Brockton, Mass.
New England Agency

BO

—FOR THE—
Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

USMC WIPING CLOTHS

An open-woven fabric of the best quality, greatly superior to either cheesecloth or silk wipers. Especially suitable for treeing and packing rooms. A trial order will convince you.

Packed one gross in a bundle.

United Shoe Machinery Co.

SALES DEPARTMENT

BOSTON : : MASSACHUSETTS

MARLBORO NOTES.

—Four new Goodyear stitching machines have been installed in the Ashby-Crawford Shoe Co. factory, and within a short time, it is hoped, the output will reach 250 dozen shoes per day.

—James Crotty, lately with the O'Keefe Shoe Co., and with Wall Bros. & Streeter of North Adams, Mass., has accepted a position as foreman of the finishing department of the Thatcher Shoe Co., Richmond, Va.

—James Murray, assistant foreman of the finishing department of the Rice & Hutchins Middlesex factory, is enjoying a two-weeks' vacation at Lake Boon.

—Paymaster Alex. Berry and his son George, who is assistant superintendent of the Middlesex factory, have returned from a month's stay with relatives and friends in Nova Scotia.

PERSONALS.

—W. E. Rogers, formerly employed as foreman of the cutting department with the Chas. Lynch Shoe Co. of Poughkeepsie, N. Y., has accepted a similar position with the Mason Shoe Mfg. Co., Chippewa Falls, Wis.

—George A. Reed has accepted a position as superintendent of the finishing room of the Rice & Hutchins factory at Rockland, Mass.

—Peter Nelson, who has been with the Thomson-Crooker Company, Roxbury, Mass., is now superintendent of the factory of Levirs & Sargent Co., Lynn, Mass.

—Mr. A. C. Redden, formerly with Huiskamp Co. of Keokuk, Ia., is with the Elgin Athletic Shoe Co. of Elgin, Ill.

—Mr. A. Lewis of the shoe manufacturing firm of C. & E. Lewis of Northampton, England, is in Boston, also Mr. Smith of the Saxone Shoe Mfg. Co. It is rumored that they are looking over the market with a view to determining the feasibility of sending English-made shoes here.

—Mr. G. W. Rodgrass of Brockton, Mass., has been appointed superintendent of the C. S. Gibbon factory at 54 N. 4th street. He succeeds the late George Gerry.

—The death of John McGregor, vice-president and director of the Dayton Last Works, Dayton, Ohio, occurred Oct. 2 at his home. Mr. McGregor was 77 years old, and for 54 years had been in the manufacturing industry. In 1896, he became vice-president of the Dayton Last Works.

—Charles Entwistle of Brockton, Mass., has resigned his position as foreman of the finishing department at the factory of the Commonwealth Shoe and Leather Co., of Gardner, Me.

KEEP THOSE EDGES CLEAN

**Absolutely prevents
soiling of stitches,
edge and bottom.**

**Tip repairers like
them because they
make the work easy.**

Novelty Selling Co.

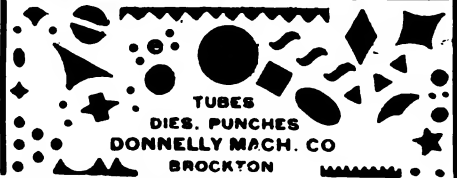
Room 67
683 Atlantic Avenue
Boston, Mass.



K. & S. DYE

Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

KENT & SMITH LYNN, MASS.



Jobbers in Manufacturers Cut Soles

Cut Soles

Sole Leather and Offal

43 N. MONTELO ST. BROCKTON

GORDON & BERMAN

23 SOUTH STREET BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of SHOE ORNAMENTS

PATENT SPECIALTIES } "CLINCH-ADJUSTO" BOW
"O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut Shoe Supplies of Every Description

National Shoe Findings Co. LYNN, MASS.

J. E. KNOX

ACCEPT NO SUBSTITUTES

J. V. KNOX

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, LYNN, MASS.

Novelty Edge Protectors

Save money in the packing room. Make tip repairing easy.

Keep fair-stitching and edges clean

NOVELTY SELLING CO.

67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies

Brockton, Mass.

Men's and Women's

TAPS

PURITAN COUNTER COMPANY
E. R. R. Ave., Brockton, Mass.

Surplus Shoes

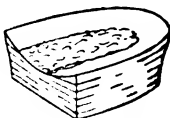
Dispose of returned or in stock footwear by advertising in Wholesale Bargains—The Bargain Buyers' Magazine.

1107 Flatiron Bldg.

NEW YORK CITY

Heels and Heel MACHINERY

Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.
119 TRIBOU ST. BROCKTON, MASS.

Industrial Information.

Notes of New Factories, New Enterprises, New Firms, and Changes in the Trade.

MANCHESTER, N. H.

The KIMBALL BROS. SHOE CO. has been dissolved and a new company formed under the name of KIMBALL SHOE CO. The new owners contemplate changes in the factory arrangement and equipment, which will allow them to increase their product considerably. The output has consisted of men's and women's McKays, but in the future will consist of men's and boys' McKays.

CHICAGO, ILL.

The LEVIE SHOE CO., located at 1468 W. Kinzie street, this city, plan to do an increased business in their production of men's welts, having leased another floor of their present building.

NEW OXFORD, PA.

A large addition to the plant of E. C. LIVINGSTON has recently been completed and the machinery and equipment installed. Mr. Livingston will add a line of children's stitch-down shoes to his line of children's and infants' turns.

DETROIT, MICH.

KESSLER & CO., a recently organized firm for the making of boots and stage shoes, ballet and satin slippers, are now nicely located at 117 Wayne street, this city, having removed from 60 Washington avenue.

LOS ANGELES, CAL.

The PACIFIC BOOT & SHOE MANUFACTURING CO. is the name of a firm recently incorporated for \$50,000. Directors are J. C. Henderson, J. F. Murphy and Jesse J. Williams.

BOSTON, MASS.

The E. & W. TOGGLE CO. is the name of a firm recently incorporated to manufacture toggles. Capital stock \$100,000. The incorporators are G. A. Douglas, president; W. F. Dorothy, Treas., and M. E. Zunk.

LA CROSSE, WIS.

A shoe factory was opened last week at 1651 Berlin street, this city, under the charge of W. A. Davies.

MAISONNEUVE, CAN.

Permission to erect a \$300,000 building adjoining its present big factory was granted recently to the United Shoe Machinery Company, by the council of this town. The present factory employs 1200 people.

BROOKLYN, N. Y.

The BIG FOUR OF BROOKLYN, Inc., is the name of the newly organized firm to manufacture shoes and slippers. Capital stock is \$8,000. The incorporators are Harry and Ida Bloom and Ansel Leibowitz.

BIRMINGHAM, ALA.

The CARRUTHERS-IRWIN CO., successors to KENIMER-IRWIN CO., contemplate the erection of a new factory there, which will probably be ready for occupancy about January 1. The capital stock of the company is \$200,000.

NYACK, N. Y.

It is reported that Richard E. King with a party of business men here, has formed a corporation, and plan to rebuild the factory which was destroyed by fire a few months ago. The company plans to manufacture misses' and children's McKay shoes.

BARRIE, CAN.

A branch factory is being opened here by Underhill, Limited, of Aurora, Can., for the purpose of manufacturing women's, men's and boys' fine McKay shoes.

BRONSON, MICH.

A meeting was held recently to discuss the prospect of raising a bonus of \$10,000 toward the erection of a shoe manufacturing plant in this city and several wealthy men have agreed to back the plan. Mr. Tappan, who has been operating a similar plant in Coldwater, has offered to locate here if this amount is raised. He will invest \$60,000.

HAVERHILL, MASS.

Charles S. Raymond, the president and general manager of the firm of the Raymond Shoe Co., in the C. H. Hayes Corp. building, has sold his interest in this company, and it is expected that a reorganization of the firm will occur at an early date. L. M. Carroll, formerly of Springvale, Me., took charge of the business as manager last week.



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.
GEORGE W. INGALLS, Lynn, Mass.

Adams Cutting Dies



Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to A. M. HOWE
(Established 1857)

John J. Adams Worcester, Mass

EAST BOSTON, MASS.

It is reported that the UNION LOCK STITCH CO. of this place will start a shoe factory for the manufacturing of the Merrick welt shoe. This factory will have a capacity of 1,000 pairs daily and will be equipped with the newly invented machinery.

HUDSON, MASS.

The report is that L. T. JEFTS CO., of this place, are closing out and that the factory will be operated by a firm from Lynn, Mass.

LYNN, MASS.

Raymond J. Breed, of the firm of BREED & CASS, has severed his connections with the firm, and the business will now be carried on by F. Lewis Cass.

ASHLAND, KY.

A meeting of some of the business men of this city was held recently to consider plans for the building of a new factory here, to be occupied by the SELBY SHOE CO. A committee was appointed to aid Mr. Selby in securing a suitable site for the building.

NORWICH, N. Y.

It is rumored that S. BORCHARDT & CO. of New York City are to locate here with a large factory. This firm are large manufacturers of welts, sandals, overgaiters and leggings.

ABOUT MEN IN THE SHOE TRADE.

—Mr. Charles F. Stetson has severed his connection with Rice & Rutchins, So. Braintree, Mass., where he has been for ten years as foreman of the finishing department. Mr. Stetson has the distinction of being the oldest finisher in the South Shore vicinity, having been for the past 52 years at the head of the finishing department of leading factories throughout the district.

—Mr. Henry Yudovich has resigned his position as foreman of the fitting room of the Diamond Shoe Co. to engage in the leather remnant business. Mr. Yudovich has been with the Diamond Shoe Co. since they started business in Brockton, Mass. Mr. Thomas F. Boyle, of the E. E. Taylor Co., fills the vacancy.

—E. T. White, of Whitman, Mass., sailed for Europe recently, where he has accepted a position as instructor in a German factory, which proposes to make shoes on the American model.

—Among European visitors in Boston this week were Mr. Lewis of A. E. Lewis, manufacturers of men's shoes, Northampton, England; Mr. Smith of the Saxone Shoe Co., Glasgow, Scotland, and Mr. Mathews, buyer for a Liverpool (Eng.) retail shoe house.

Cut Your Own Sandpaper

Donnelly Sandpaper Stripper

Saves several dollars on each roll.

No expense for parts — machine does not run over 75 revolutions.

Cuts paper into any width and reels it into rolls.

**DONNELLY
MACHINE
COMPANY**

Brockton, Mass.

St. Louis Notes.

—All the foremen of the American Lady factory of the Hamilton-Brown Shoe Co., fourteen in number, and several from the American Gentleman factory of the same concern, went on a boat outing Sunday, Oct. 12, in Captain Redding's yacht, The Maurie R. "Com" is an old shoemaker and was in the employ of the Hamilton-Brown Shoe Co. for thirty years. The time was spent in gathering nuts, persimmons, mushrooms, hunting, fishing, and telling stories, both true and artificial. They were amply supplied with choice things to eat and drink and all say they had a jolly good time.

—Fred Blelock, of the Blelock Manufacturing Co., shoe manufacturers' supplies, has returned from a trip East, where he visited the principal markets in the interest of his firm. He also took in the World's Baseball Series. Fred said they done some playing.

—Several buyers for the large sugar plantations and mining interests in Mexico, who own and operate commissary departments, were in St. Louis this week. They only purchased about one-fourth as many shoes and merchandise as they did when conditions were normal.

—Members of the Latin-American Club, which is composed of merchants who do business in all the Latin-American countries, say the revolution in Mexico has practically destroyed business, with the exception of several of the largest cities, and in these merchants buy only what they have to have. Some of the shoe firms have refused to sell them the small bills they are willing to buy, because the credit is impaired on account of the uncertainty of conditions, and in most places the transportation facilities are uncertain and unsafe.

Bulletins have been prepared several times, but as soon as they were printed, dispatches announced that

bandits who were not affiliated with either Huerta's government or the Constitutional, held up, robbed and dynamited trains. With very few exceptions, the only safe route in the interior is via ship to Vera Cruz, and in the extreme north, which is held safely by the Constitutionallists.

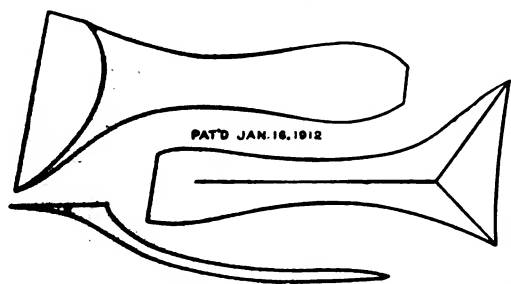
—The St. Louis Boot and Shoe Market is showing signs of unusual activity. Salesmen are sending in orders in every mail and for larger quantities, and the merchants are selecting more complete assortments than they did formerly. Colonial and plain pumps are being sold in unusual large quantities. English walking shoes on the English last are popular, especially those with rubber heels and soles. These shoes were mostly made in the spring heel style last season, until the latter part, when the trade called for a detached heel that would make them somewhat higher and resemble a leather heel. This season there are comparatively few of the other kind made in the West.

—Edward F. Beach of the St. Louis Rubber Cement Co. has returned from the East, where he was inspecting the firm's plant at West Lynn, Mass. He reports his firm doing a splendid business since it opened in the latter part of the summer. W. Hadley is the Eastern representative in charge of the branch.

—Wm. A. Bills, formerly of the Roberts, Johnson & Rand Shoe Co.'s sole leather department, informed an associate that he has accepted a position with Gordon & Berman Co. of Boston and Brockton, Mass. Mr. Bills is well known here and at Milwaukee, Wis., having held responsible positions in both places.

—The St. Louis shoe manufacturers and wholesalers are not showing any concern over the probable effect of the new tariff bill now before Congress. Several, when seen by a representative of the American

The Style of a Shoe



depends to considerable extent upon the shank. The latest style in HIGH GRADE shoes is the

**"Egg Shape" and
"Cottage Bottoms"**

To meet this requirement we have produced a new **Custom Shank** made of selected leatherboard. Cheaper and better than solid leather,

MOORE & CO., Manufacturers of Shanks of all kinds.

Malden, Mass.

Shoemaking, said it would not make any change either in the price of shoes or the volume of business. As proof of their contention, they pointed to the fact that St. Louis and the East ship shoes in large quantities to Europe, where they often undersell their home product and still make a good profit on their shoes, which proves that shoes can be and are made as cheap in this country as they can be made elsewhere.

—The annual festivities that were celebrated in St. Louis all this week brought a large crowd of merchants from the South and West, and many availed themselves of the invitations that the shoe manufacturers extend to visit the factories.

—Adolphus Busch, president of the Anheuser-Busch Brewing Association, the wealthiest man in St. Louis, reported to be worth \$60,000,000, died in Germany last Friday. Mr. Busch threatened to manufacture and sell shoes at cost if prohibition won two years ago. He made the declaration because G. W. Brown, president of the Brown Shoe Co., and A. D. Brown, president of the Hamilton-Brown Shoe Co., were ardent prohibition advocates and liberally contributed and worked State Wide Prohibition.

—Carl Peterson, formerly foreman of the packing room of the International Shoe Co.'s plant at Cape Girardeau, Mo., has accepted a position with the Lionne Co. of Lynn,

Mass., and is assisting Wm. DeWitte, who is their representative in the West, at present.

—Supt. G. Watkins, of the International Shoe Co.'s plant at Washington, Mo., is on a vacation hunting trip in the Northwest.

—Wm. Crawford, formerly foreman of the finishing room in the Hamilton-Brown Shoe Co.'s American Gentleman factory for 10 years, now with the International Shoe Co. at Cape Girardeau, Mo., was in St. Louis, to view the Velled Prophets parade and attend the Velled Prophets ball. "Billy" is a master of the dancing art. He can dance with credit to himself, anything from the old-fashioned "country hoe down" to the Tango or Boston Dip. "Billy" said age never would keep him from twisting and dipping anything that the young fellows could do. Billy is the champion, and also the Beau Brummel among the shoe factory fraternity.

—The St. Louis Association of Superintendents and Foremen sent a circular letter to 250 prospective members, setting forth the reasons why they should be members of the association. They also appointed a committee to call on them. They expect to enroll 8 or 10 members each week. During the month of September, the membership increased 20, and the members say it will treble in October, as it is a much better month than September.

A committee was appointed some months ago to get the names of every foreman in the city who was eligible to join, and the committee canvassed the city thoroughly. The officers of the association have set 500 as the mark they desire the membership to number by January 1st.

—F. Stephens, foreman of the lasting room of the International Shoe Co.'s plant at Cape Girardeau, Mo., was a visitor in St. Louis. He came to attend the fall festivities.

—A certificate extending the corporate existence of the Hamilton-Brown Shoe Co. of St. Louis for a period of 50 years from December 22, 1913, was issued at Jefferson City, Mo., by Secretary of State, Cornelius Reach, last week. The papers were signed by A. C. Brown, president of the company, and O. E. Plachman, secretary. The capital stock is \$4,000,000, and the fee paid into the state treasury for the extension was \$2,026, the amount being the same that would have been collected on the incorporation of a new business company of like capital.

NEW SHOE FACTORY FOR SALEM.

The Martin Shoe Co., a Massachusetts corporation, has recently commenced manufacturing shoes in the old Martin Machine Co. building at 63-67 Flint street, Salem, Mass. The directors and officials are W. F. Martin, president and treasurer; H. W. Martin, vice-president, and Frank H. Haines, secretary.

W. F. Martin has a wide acquaintance in the shoe and leather fields and for twenty years has been manufacturing and selling tanners' machinery, having recently sold out this business to the Merrow Machine Co., Derby street. The building formerly occupied has been enlarged and completely renovated, and is now equipped with a complete line of United Shoe Machinery Co. and Singer Sewing Machine Co. machinery.

The property immediately adjacent to the factory is owned by Mr. Martin, who contemplates enlarging at a later date. The ownership of this property precludes the possibility of any neighboring building being erected to interfere with the ample amount of daylight which is now prevalent to this plant. The building is three stories high, with a large storage space above the third floor. The dimensions of the building are 85 by 40 feet. The present capacity is 1500 pairs per day.

Infants', children's, misses', youths' and boys' McKay-sewed shoes are to be made in this factory for the jobbing trade.

Let Us Re-Cover Your Rolls and Wheels

We make a specialty of Re-Covering all kinds of buffing rolls and heel wheels.

Our long list of satisfied customers proves the high quality of our work.

SEND US YOUR ORDER
FOR FELT OF ALL KINDS.

Heel Breast Scouring Cones
Moulded Sandpaper to fit all
Wheels and Rolls, including
Sandpaper for

THE BUZZELL TIP SCOURER
BUZZELL BUFFER

BUZZELL HEEL BREAST
SCOURER, ETC.

J. G. Buzzell & Co.

Shoe Machinery and Factory Supplies
102 High St., Boston, Mass.

**Don't
Use
Sizing**

**Our Patent Sized
Gold Leaf**

saves 5 to 10% in cost
of embossing ¶ Stops
waste of gold leaf.

¶ Produces BETTER
results with less labor
than any other method.

OUR GOLD LEAF

**Will Not Tarnish
or Change Color.**

We carry in similar form
SIZED ALUMINUM

F. W. RAUSKOLB

103 ARCH ST., BOSTON, MASS.

Agents for Great Britain
LIVINGSTON & DOUGHTY, Ltd.
LEICESTER, ENGLAND

MR. H. B. ROBINSON LEAVES FOR CANADA.

Mr. H. B. Robinson, who has recently returned from a successful trip among Southern shoe manufacturers in the interests of the Boston Leather Stain Co., of which company he is a member, leaves on October 19 for a trip to leading Canadian shoe factories. While absent, Mr. Robinson will visit the shoe manufacturers of Montreal and Quebec.

H. B. Robinson

Among the special lines which will be shown to the trade are russet King Edge Ink (in one and two sets) for finishing both edges and heels of russet shoes, also Cyclone Bleach, which has become generally recognized as the most effective product in giving a clean surface to all discolored or glucose spotted leather. The line of good things carried by Mr. Robinson is, however, so long as to make it impossible to enumerate them all here.

TO INTRODUCE ENGLISH MACHINERY.

Mr. Frank Pochin, of the Standard Engineering Co., Ltd., of Leicester, Eng., will arrive in Boston, November 5. Mr. Pochin comes to this country for the purpose of introducing his line of shoe machinery. While here, he will spend some time with Mr. Hammond Stewart of Stewart Bros. of Lynn, Mass., deer hunting in the Maine woods.

The Standard Engineering Co. are European agents for the Stewart counter machines, and the concern is known as a leader in the shoe manufacturing trade in Great Britain.

If the seams of your patterns are graded you will have trouble.

The PRESTON POWER CUTTING GRADING MACHINE

grades patterns without grading the seams.

Is your pattern maker using this machine ?

A.F. PRESTON
280 Dover Street, Boston, Mass.

"A Manual of Shoemaking"

By W. H. Dooley

A book of industrial information pertaining to shoe manufacturing and tanning.

Explains in simple language the various processes of shoe-making, giving technical names for the various parts of the shoe and the processes of production. An invaluable book to beginners in shoe-making.

**Price \$1.50
and Postage**

American Shoemaking

683 Atlantic Avenue . . . Boston



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—A first-class foreman for treeing, dressing and packing room on men's welts. Must be familiar with Russia calf and patent leather repairing, and must be a hustler. State age, references and salary expected. Address 4902-T, care of American Shoemaking.

POSITIONS WANTED.

POSITION WANTED as foreman of fitting room on men's and boys' medium or fine welts or McKays. Competent to instruct green help. Will go anywhere. Best of references. Address 1806, care of American Shoemaking.

POSITION WANTED as foreman of making or lasting room on high-grade shoes. Would consider position as inspector or crowner. A-1 references, will go anywhere. Address 1905, care of American Shoemaking.

POSITION WANTED as superintendent or foreman of making rooms on welts, McKays or turns. Long experience in New England and Middle West. Would like to locate in Middle West. Best of references. Address 205, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man, with experience in all departments. Will go anywhere in the United States, Canada or Europe. Have had 25 years' experience as head and general manager of two shoe factories. Address 1102, care of American Shoemaking.

POSITION WANTED as foreman of packing room by a young man accustomed to handling large rooms in factories making fine shoes. First-class references. Address 302, care of American Shoemaking.

FOREMAN of making and finishing room, at present employed, but desires a change. Has had 12 years' experience as foreman with some of the leading Eastern concerns. Good references if desired. Address 1001, care of American Shoemaking.

POSITION WANTED—A man 34 years old with 15 years' experience in sole leather cutting room, desires a position as foreman. Thoroughly competent to teach cutting in all parts from side or strip, men's or women's shoes. Can furnish good references. Will go anywhere. Address Box 32, Chelsea, Mass.

MAN with expert knowledge and best experience in McKay making and lasting rooms desires position. Especially competent to instruct green help. Willing to go anywhere. Address 1904, care of American Shoemaking.

POSITION WANTED as superintendent, or charge of office, by young man with 17 years' experience in office and the practical departments of the factory. Has had extensive experience selling to jobbing trade. Address 1804, care of American Shoemaking.

POSITION WANTED as foreman of making room on women's McKay, welt or turn shoes. Forty-three years of age; have had 15 years' experience as foreman. Competent to teach help; can get results and furnish the best of references. Address 1903, care of American Shoemaking.

SOLE LEATHER MAN desires position. Has had long experience as foreman on men's and women's fine work. Expert on cutting, manipulating and stock fitting. Best references. Address 1101, care of American Shoemaking.

FITTING ROOM foreman is open for position. First-class mechanic on all machines. Expert on Reece. Good references. Address 604, care of American Shoemaking.

POSITION WANTED—Am looking for position in charge of cutting room, where cutting to close figures is demanded. I believe I can assist any manufacturer who is having difficulty in getting results in the cutting department. Will give demonstration of ability to any one interested. Address 803, care of American Shoemaking.

POSITION WANTED—Expert turn shoe man with wide experience on high grade work in all departments of the factory, desires position in charge of making room or as general superintendent. Best of references. Address 2302, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED as superintendent or assistant superintendent, or quality man. Thorough knowledge in all departments on welts, McKays or turns; men's or women's. Would consider a position as foreman of making or lasting room. Can furnish good references as to ability and character. Address 1602, care of American Shoemaking.

POSITION WANTED by superintendent experienced in costing, women's lines, especially fine welts, would accept position as superintendent, cost man, or in charge of production department. References from leading New England firms. Address 280, care of American Shoemaking.

POSITION WANTED as foreman of making or lasting room. Would prefer to locate in the West. Can furnish A-1 references. Address 1987, care of American Shoemaking.

POSITION WANTED as foreman of cutting room on men's work. Fifteen years' experience in the East and Middle West. Can furnish good references and willing to go anywhere. Address 1805, care of American Shoemaking.

JOB AND MISMADES WANTED
RYAN SHOE CO., HANNIBAL, MO.

A CHANCE FOR INVENTORS.

Athenian style pumps are coming into fashion for dancing this winter and for street wear next spring and summer. They are made like ordinary pumps, with the addition of eyelets, through which a wide ribbon lace is passed. This ribbon is wound about the ankle, in Athenian sandal fashion. It is more ornamental than useful. To hold it in place about the leg is a problem. One way is to pin it with a small safety pin. But the pin will tear a fine stocking. Another way is to make an eyelet in the stocking, and run the ribbon through it. That method is complex. There seems to be a chance for some inventor to originate some kind of a fastening device that will hold the ribbon lace in place, and to prevent it from tumbling down around the ankle.

NAIL-LESS HEELS SUCCESSFUL.

The Campello Nail-Less Heel Co., manufacturers of heels, are contemplating enlarging their factory at 119 Trilbou street, Brockton, Mass., in the near future. This concern was started five years ago by Chas. O. Ryberg for the purpose of marketing a medium priced and cheap heel, which would be free from nails. Mr. Ryberg controls patents on machines for making those heels and has been very successful in his undertaking. Thus far manufacturers are constantly having difficulty in attaching heels to shoes because of encountering the nails which hold the heel parts together.

This new heel is guaranteed to remain intact and keep its moulded shape until it reaches the heel nailer after which it is impossible for the heel to become separated from the shoe. So powerful is the adhesive effect of the cement used that this firm has had greatest success with the pieced heel where greater sticking strength has been required.

Mr. Ryberg was formerly with the Brockton Heel Co., where he thoroughly learned the heel business, and at a later date became a manufacturer of heel machinery.

NOTICE

A shoe manufacturer making women's, misses' and children's shoes who has discontinued business has stock and supplies from cutting room throughout the factory.

New goods now for sale at a bargain if sold at once. Also machinery and shafting. Electric motor and office fixtures.

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TRADE MARK
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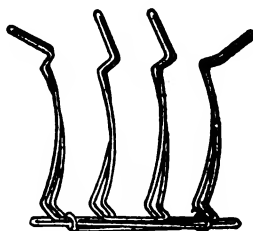
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The **DUPLEX EYELETING MACHINE** eyelets both sides of the upper at the same time. Perfect spacing and setting are assured by its use. Time and trouble saved.

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The "Perfect" Leather Shoe Strap is the best and most up-to-date shoe strap ever offered the shoe trade.

It will not catch the trousers as it does not extend beyond the top of the shoe.

When attaching, the flat end is sewed between the upper and the top facing with the wedge-shaped portion on the outside of the shoe; then, by the aid of a special attachment fitted to a Cylinder Arm Bar Tacking Machine, it is easily and quickly tacked in place.



"PULL-ON" LEATHER SHOE STRAP

(PATENTED)

The "Pull-On" Leather Shoe Strap differs from the "Perfect" type in that only one operation is necessary to attach it, and when in use it extends slightly above the top of the shoe.

It is attached in the same manner as the regular Web Strap.

(See next page)

USMC LEATHER SHOE STRAPS

A New, Practical, Neat and Attractive Shoe Strap that replaces the old Web Strap which is a hindrance to good looks and comfort.

WHEN these straps are used, there is no long tongue hanging out from the top of the shoe or to be tucked into it. This is especially true of the "Perfect" type of shoe strap, which comes flush with the top of the shoe. The "Pull-On" type more closely resembles the regular Web Strap, except that it extends only about 1-4 inch above the top and is permanently fixed in one position. There is no loop to locate on either of these straps, and when placed between the fingers they act as a wedge and allow enough of a grip to readily pull on the shoe. Both of these straps are manufactured of flexible material.

All of our straps are finished articles ready to sew into the shoe without any preliminary operations.

These straps are generally furnished in three colors—Black, Light Tan and Dark Tan—and cost no more than a good quality Web Strap.

Special colors will be made to order if the customer will furnish the stock, on which a small allowance will be made for every pound used.

Packed 50 dozen pairs in a carton.

United Shoe Machinery Co.

Sales Department

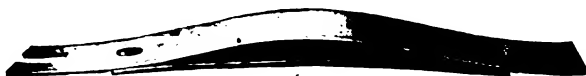
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It cannot slip or slide and wear through the outsole.

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You see the shank is extra trussed it cannot break down, no matter how great the weight.

It eliminates every trouble now caused by arch supporting shanks.

You now have a device Mr.
Manufacturer that enables you
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Send us a pair of your innersoles channelled and let us attach the **Crawford Combination** to them.

THE H. F. CRAWFORD MFG. CO.
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WEDGE
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This machine is for automatically dieing out the lifts from strips of pulp or fibre board which have been wedged and stripped on a Wedge Stripping Machine.

It can be operated by inexperienced help.

It reduces the cost of cutting wedge lifts fully two-thirds.

It cuts all lifts perfectly true at the edges as the die always comes up perfectly square with the face or surface of the block. This cannot be done when the die is handled by hand.

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RUPERT B. ROGERS, Manager

ASSOCIATE STAFF:

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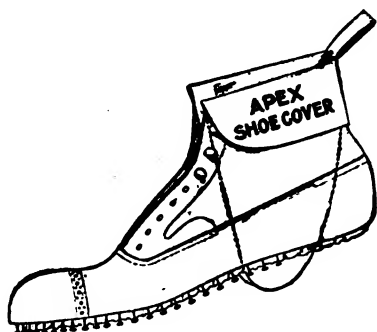
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J. K. KRIEG COMPANY

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NEW YORK



Standard for 1914

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Chrome-tanned Vegetable-tanned

Made in the two shades of tan which experience has shown are most saleable. We have given our attention to perfecting these two shades and in getting a clear, rich color in each of them instead of trying to turn out a large variety of shades of doubtful popularity.

You can always sell shoes made of *P & V* Standard Colors, as the tailor can always sell blue suits. Other shades come and go. Some go so fast the manufacturer is caught with a large lot of shoes he must sell at job lot prices. Look out for this !

Pfister & Vogel Leather Company
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Conducted by **RUPERT B. ROGERS.**

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VOLUME XLIX.

OCTOBER 25, 1913

NUMBER 4

It is the purpose of **AMERICAN SHOEMAKING** to render to all of its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit order for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of **AMERICAN SHOEMAKING** because of its world-wide circulation.

NO SERIOUS EFFECT ON BUSINESS.

"Out of a large number of letters received recently from shoe manufacturers and tanners, practically none apprehend any serious effect on the shoe and leather industry through the removal of the tariff on shoes and shoe leather."—Shoe and Leather Reporter.

But, why didn't the editor of the Reporter investigate the subject some months ago when he was depicting in his columns with funereal ecstasy the closing of shoe factories, starvation of employes and general ruination of the industry?

We are glad that the scales have at last dropped from his eyes and he is able to discern, even though at this late day, through the mists of doubt and uncertainty, some hope for the shoe industry.

It is further pleasant to know that the enlightenment has come from the manufacturers themselves, the very men whom he has done his utmost to encourage in the belief that they could not

possibly continue to manufacture boots and shoes without the aid of a ten or fifteen per cent duty.

American Shoemaking has never conceived it to be the province of a trade magazine to disparage the ability of manufacturers or to discourage those who have full confidence in their own ability as manufacturers to meet changing conditions in the trade as they arise.

The figures of shoe exports and imports for the past year should give added confidence to our manufacturers and encourage them to reach out more aggressively than ever for export business.

With \$20,000,000 worth of shoes exported and a falling off of imports to the insignificant sum of \$136,000, every trade magazine should breathe the spirit of optimism and every manufacturer should spend his time in extending his own enterprise and cease to worry (if he ever has) over what his European competitors are doing.

INCREASE IN CATTLE.

We publish in another part of this issue, a letter which is being sent to the trade by the W. H. McElwain Co., showing a decreased number of cattle per capita in the United States and also a consequent increase in price in sole leather and calfskins which has taken place.

While the figures contained in the letter are without doubt authentic, there are some indications that a turn in the tide is at hand and that instead of a depletion, there will be, in the coming year, an increase in the number of cattle raised.

One of the indications that this is true, and that the figures as published in the letter are not necessarily accurate, is found in the statement published in a Los Angeles paper which refers to the fiscal report of the Government relating to the number of animals which are grazing on government reserves and shows a marked increase in number.

In this report it is stated that "nine and one-half million domestic animals have been occupied during the summer in converting one of the by-products of the United States into meats, hides and wool." In addition to these there were 300,000 calves and colts, 5,000,000 lambs and kids exempt from permit, and therefore, not enumerated. According to the figures gathered, the amount of stock grazed under permit in the year is 4 per cent greater than for the previous year, while the number of those to whom permits were issued has increased from 26,501 to 27,466.

The interesting point of this article is that there is a 4 per cent increase in the number of animals grazing on Government lands and nearly one thousand increase in the number of persons owning such stock.

COMPENSATION FOR INJURY.

What is believed to have been the first case under which a verdict has been rendered under the Workingmen's Compensation Act was recently handed down in the case of Joseph Peloquin of Brockton vs. Geo. E. Keith Co., both of

Brockton, Mass., for the loss of a thumb on a dieing-out machine. A verdict of \$3,000 was rendered.

It is interesting to note that in this case the plaintiff would have received, had he accepted the adjustment provided for by the Workingmen's Compensation Act, about \$400. He, however, preferred to contest the case in court with the result that a verdict of \$3,000 was rendered.

Owing to the importance of the decision in relation to other cases an appeal has been made to the Supreme Court. The Keith Co. were not insured in accordance with the provision of the act, but conducted a private compensation department.

The theory that those maimed in an industry, whether through negligence or otherwise, should be cared for by that industry is a correct one. It would seem, however, that damages, except in complicated cases should be fixed in advance and by agreement between employers and employes. It might, for instance, be possible to fix by agreement the amount to be paid for the loss of a finger or thumb, and thus save the unnecessary expense of litigation, which, in many instances, results in the injured party receiving only a fraction of the amount of the verdict and at the same time vastly increasing the cost to the employer.

A GOOD PROPOSITION.

Elisha W. Cobb wants shoe and leather merchants and manufacturers of New England to form a beneficent association. Most any man of any experience at all can sit down and name a dozen or more men who used to make money in shoes and leather, but who are now down and out, and some of them dangerously near poverty. Shop crews co-operate in taking care of their unfortunate fellow workmen. The manufacturers and merchants seem behind the times in providing for their fellows in trade who fall into unfortunate and distressing circumstances. It's no vision of charity that Mr. Cobb brings up. It's just a practical problem of the trade that should be solved.

The shoe factory office is about the most neglected part of the factory, as far as keeping a record of its costs and devising ways and means of reducing it. Since a saving here is as good as one made elsewhere, attention should be directed toward simplifying and reducing its cost, as this department is one to be figured on in cost accounting.

The modern detail system calls for an accounting of every little detail and sub-detail in every department throughout the factory. Our first conclusion is that this necessitates a complicated book-keeping system, while as a matter of fact, the work has become greatly simplified by the use of special ruled records and forms that enables the office to be run with less help.

A complete history of the business could be kept in one book. This book is the ledger. The fact that there is not enough space for the details of each transaction is one reason other books should be used. These details are often necessary to make the transactions clear, and should be given, so they may be referred to. Another reason for using more than one book is that it provides a way of checking accounts, with-

out which mistakes in figures could easily be made and it would be hard to discover them if the account was not entered twice.

There are two parts of a ledger page. These are known as the debit and credit sides. For every amount entered on the debit side there must be a like amount on the credit side of some other account in the ledger. The result is that the ledger is always in balance when the debit and credit sides are totalled. If an error has been made in any of the accounts, the sides will not balance.

As stated above, the use of other books is necessary to give more of a description of the transaction. The journal is most generally used to make these descriptive entries in. Its form corresponds with the ledger, having both debit and credit sides, and always being in balance. Different kinds of journals may be used, according to the size and nature of the business. When a four or six-column journal is used the totals of the columns may be posted instead of posting each transaction.

Another book that serves as a record is the cash book, which is used by almost every firm. The sales and purchase ledger, stock

ledger, customers' ledger and a notes payable and notes receivable book are other records necessary to most every business.

None but cash transactions are entered in the cash book. All money received by the firm is entered on the debit side of this book, and all payments made are entered on the credit side. When the cashier or office girl needs money for use in the office, the entry is made on the credit side of the cash book, and when she needs more money, she turns in vouchers for the amount she

ledger of every sale made, whether cash is received or not. The individual sales are entered in the total column and are also divided into the distribution column which should be credited. As stated above, all cash received is entered on the debit side of the cash book, and when payment is made on a sale, it is entered in the cash book, while, if payment is not made, the customer is debited with the amount in the customers' ledger. If a firm does an extensive business, this ledger will be found very useful, since

TABLE OF WAGES BY THE DAY.—10 HOUR BASIS.

	1.00	1.12½	1.25	1.37½	1.50	1.62½	1.75	1.87½	2.00	2.12½	2.25	2.37½
½ hr.	5	5½	6¼	6¾	7½	8¼	8¾	9¼	10	10½	11¼	11¾
1 "	10	11¼	12½	13¾	15	16¼	17½	18¾	20	21½	22¾	23¾
2 hrs.	20	22½	25	27½	30	32½	35	37½	40	42½	45	47½
3 "	30	33¾	37½	41¼	45	48¾	52½	56¼	60	63¾	67½	71¼
4 "	40	45	50	55	60	65	70	75	80	85	90	95
5 "	50	56¼	62½	68¾	75	81¼	87½	93¾	1.00	1.06¼	1.12½	1.18¾
6 "	60	67½	75	82½	90	97½	1.05	1.12½	1.20	1.27½	1.35	1.42½
7 "	70	78¾	87½	96¼	1.05	1.13¾	1.22½	1.31¼	1.40	1.48¾	1.57½	1.66¼
8 "	80	90	1.00	1.10	1.20	1.30	1.40	1.50	1.60	1.70	1.80	1.90
9 "	90	1.01¼	1.12½	1.23¾	1.35	1.46¼	1.57½	1.68¾	1.80	1.91¼	2.02½	2.13¾
1 day	1.00	1.12½	1.25	1.37½	1.50	1.62½	1.75	1.87½	2.00	2.12½	2.25	2.37½
2 days	2.00	2.25	2.50	2.75	3.00	3.25	3.50	3.75	4.00	4.25	4.50	4.75
3 "	3.00	3.37½	3.75	4.12½	4.50	4.87½	5.25	5.62½	6.00	6.37½	6.75	7.12½
4 "	4.00	4.50	5.00	5.50	6.00	6.50	7.00	7.50	8.00	8.50	9.00	9.50
5 "	5.00	5.62½	6.25	6.87½	7.50	8.12½	8.75	9.37½	10.00	10.62½	11.25	11.87½
6 "	6.00	6.75	7.50	8.25	9.00	9.75	10.50	11.25	12.00	12.75	13.50	14.25

drew before and receives the same amount again. These vouchers are entered like a purchase invoice and posted to the different expense accounts in the purchase ledger. A voucher is also turned in for the payroll, and it is also entered as an invoice is.

When a deposit is made in the bank, an entry is made of same on the credit side of the cash book. This will make two entries in the ledger for the amount received; the deposits, the total receipts to accounts receivable and also to the customers' ledger.

An entry is made in the sales

it does away with so many accounts in the General ledger.

The notes receivable book is kept, so that entries of notes may be made if a customer desires to settle an account in that way. When a note is received, the customer is credited with the amount, thus balancing his individual account, and the entry is made in the notes receivable book, where it remains until final settlement.

The use of the purchase ledger and notes payable book is similar to the use of the customers' ledger and notes receivable book,

since the firm may give their note for goods purchased in the same way.

The stock ledger is used for such accounts as merchandise. The merchandise account is debited with all the stock bought, and credited with the goods sold.

Every transaction must sooner or later find its place in the general ledger, since this book represents the business itself. This should be borne in mind by every bookkeeper, and he should try to make his work as simple as possible and not allow any set rules to govern him. All books used in connection with the ledger merely serve to check the work, and by exercising his judgment, the bookkeeper should be able to adopt methods that suit his particular business in order to obtain dispatch and accuracy in his work.

There are many ways an office manager and bookkeeper can devise to shorten, as well as to save time in regular office work. Charts on rapid calculation, such as the one given below will greatly aid the office help and enable them to do a greater amount of work. If the office manager devotes a little time in this direction he will be surprised at the results. The table can be greatly extended to cover a higher or lower per day wage.

BETTER INDUSTRIAL LIGHTING.

A plea for the better lighting of small industrial plants is advanced by a writer in "Electrical-Merchandise," who asserts that modern industrial lighting equipment and the use of mazda lamps will not only cut lighting expense in half, but will mean vastly higher efficiency on the part of the workmen, less spoilage, fewer "seconds," and relief from pernicious eye-strain. The hardest part in the practical application of industrial lighting lies in overcoming the prejudice of operatives. To the ignorant, a bright light is a good light; a 32-c.p. lamp is just twice as desirable as a 16-c.p. lamp. Conversely, ten foot-candles of illumina-

tion on a working surface is less appreciated than five foot-candles shining in the eyes. To explain the difference, to demonstrate the superiority of illumination as against mere light, is a matter of toil and patience.

The factors in good industrial lighting are two—absence of glare and proper distribution of light. Glare is simply a matter of keeping the direct light from the lamps out of the worker's eyes, and of avoiding direct reflection. The first is accomplished generally by careful selection of reflectors; the latter by proper placement of units with relation to the working surfaces. It must be kept in mind always that accidents, spoilage, and after-dark laziness and time-wasting are caused almost always by eyes which are semi-paralyzed by glare. The delicate mechanism of the eye—which is practically as delicate in a stalwart laborer as in a weak child—automatically balks at over-strain. The brain can drive these rebellious nerves to continue their work, but no power can force them to do this work accurately or continuously until the cause of the irritation is removed.

As to the proper distribution of light, this is a matter of close observation of the working conditions in each plant. The lights must be so arranged that objectionable shadows, either from machinery or from the workman himself, are eliminated. In this connection, the words of a famous industrial lighting expert tell the whole story. "Light is a tool," he says, "and like any other tool it should be exactly suited to the work in hand."

The day is past when sensible factory superintendents put a tall man and a short man to work at the same height of bench. Similarly, we should not expect every man to work under the same lighting conditions but should adapt the conditions to the individual with the single purpose of developing efficiency and giving the employer the maximum quantity of the best quality of work.—Industrial Digest.

Questions and Answers.

How Should the Last Room be Arranged? - How Should the Cost of Production be Figured?

October 7, 1913.

American Shoemaking,
212 Essex Street,
Boston, Mass.

Dear Sirs:—

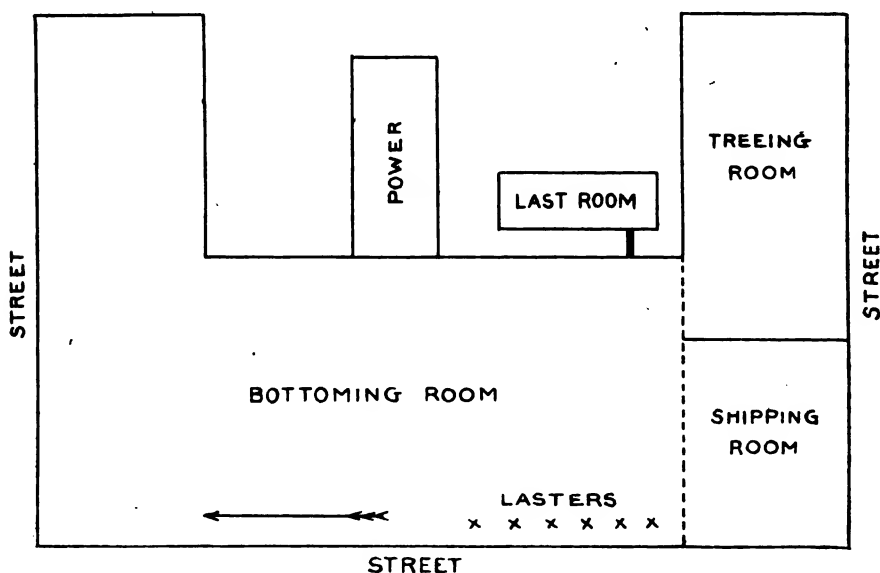
We have noted, with interest, in your magazine, different "Lay Outs" of different departments in factories, but we have never noticed a good lay-out for a last room, independent of the factory or bottoming room, that is, a

We manufacture men's and women's fine welt shoes in a factory of moderate capacity.

The room would be required to hold between 25,000 and 30,000 pairs of lasts, 90 per cent of which are men's and 10 per cent women's.

The diagram given below shows the present arrangement of the factory:

Very truly yours,



room that is used for nothing else but for storing active lasts.

If you can furnish us with some information regarding this, or publish a lay-out for a room, showing style of racks, etc., we would be very much obliged to you, or if you can put us in touch with someone that can give us some up-to-date information regarding this, we would thank you to do so.

ANSWER TO INQUIRY. SYSTEM FOR STORING LASTS

In answer to your inquiry in regard to the lay-out of a store-room for lasts, I will say that we did publish in the American Shoemaking, some years ago, a description of the Walkover People's last room, as seen at their Brockton (Mass.) plant. This store-room was at that time and undoubtedly is today, one of the

best systematized in the country.

A store-room for lasts in a factory making Goodyear shoes in many styles, is indeed a subject to which must be given a great deal of thought and intelligent planning. This store-room should be so arranged as to accommodate the greatest possible number of pairs of lasts in the least possible space, to keep these lasts separated into sizes, widths and styles, and to make every pair easy to find and easy of access. With these main points in view, any manufacturer can plan his last room better than could an outsider who knows nothing of the shape of his space, the amount of his space, and the number of lasts to be accommodated. But as an aid in designing such a room, we will state that the room should be arranged into aisles with last bins on both sides, and these aisles should be wide enough to admit of easy access to last racks, so that the last men may be able to easily push the racks back and forth in the aisles to every compartment which it is desired to reach. In case of a factory large enough to require two men in sorting, distributing, and making up cases of lasts, it will be found desirable to have these aisles wide enough for two shoe racks to pass abreast of each other, so that if necessary, two men can either distribute or make up from different sides of the same aisle. These aisles with tiers of bins on each side should extend the whole length of the space allotted, where access can be had to open floor at either end, but in case of a small room, a wide alleyway must be left at one end so as to provide easy access to every aisle. In some factories different styles of lasts are designated by different colors, and in some others the different styles are designated by different last numbers, while in still others both colors and numbers are used. Each tier of bins should be plainly marked with the style of lasts contained therein, and the styles most used in the factory should be placed beside those aisles most easy of access.

If these tiers of bins extend above a man's head, the front of the bins should be so arranged as to make it easy for the last man to climb on them, within reach of the top bin.

With these main points in view, it is quite easy for a man making up a case of lasts to run the rack into the proper aisles, and find every style and width of last in its proper bin and easy of access, by referring to his tag to find out how many pairs of each size is needed. It will be easy for him to place his hand upon every last needed and then the rack with the lasts upon it may be run out into the stock store-room, which should be as near as possible to the last-room. Here, the stock may be placed upon the rack with the lasts. The rack may then run to the lasters.

As soon as the lasts are pulled from a case of shoes, they may be run into the store-room and immediately distributed for use as soon as desired.

The successful manufacturer aims to employ not one foot of unnecessary space, not one pair of unnecessary lasts, not one dollar of unnecessary capital. But his aim is to keep every foot of space, every pair of lasts, and every dollar of capital, producing the most that it is possible to produce, every work-day of the year

R. W. DOW.

FIGURING THE COST OF PRODUCTION.

American Shoemaking,

Boston, Mass.

Gentlemen:—

As I know that you are always ready to help your subscribers, I will take the liberty to ask you if you will kindly send me a standard or sheet of last prices for men's welted shoes. Having taken charge of a new factory, I would like to start right and find out where we are at. What I want to know specially, is how to figure insurance, light, power, office and traveling expenses, royalty on Goodyear machines, in fact, all instructions that can help me. I want to be instructed about the overhead charge.

FIGURING COST OF PRODUCTION.**Answer No. 2.**

Figuring cost for producing shoes in a large factory, has come to be somewhat of a science. Unless you know what it costs you to produce shoes, you cannot know how closely you may be able to sell them. Without keeping careful track of cost, it is possible for big waste or losses to creep into a business entirely undetected, until they have finally lost much money. Without keeping such a system of costs, it is impossible to distinguish between the good foreman and the incompetent one, to the end that you may persist in keeping the poor man and pay him the same wages that you pay to the good man, which is not just. Now in scientifically studying the subject of costs, we readily see that there are two widely different forms of production costs, one of which bears a fixed ratio to the number of pairs of shoes produced, and the other which is more or less of a fixed sum and depending wholly upon the number of pairs of shoes made during the year, for determining the per pair cost. Under the first of these heads are such cost elements as heel-shaving, which we will assume is one-fourth cent per pair. This is an easy element to figure, for whether you make one pair or a hundred thousand pairs per year it will cost you one-fourth cent per pair to shave the heels. Under this head, of course, comes all machine royalties, piece work labor prices, and all such materials and findings as bear a more or less fixed per pair cost. Under the second head will be found such items as interest, taxes, insurance, power, light, heat, superintendence, machine rentals, as distinguished from machine royalties, etc., etc. Now it costs practically a fixed sum each year for these items, whether many shoes are made or few.

Let us consider just a moment the item of last investment, as typical of this whole system of

costs. A concern invests \$20,000 this year in new lasts.

At five per cent interest this represents a yearly interest charge of \$1,000. Now, if during the year only one thousand pairs of shoes are made on these lasts, that would represent a cost from that one item alone of a dollar a pair. If, however, a thousand pairs a day were averaged to be produced on those lasts, that would reduce the per pair cost from this last investment to one-third of a cent per pair, so with this whole line of fixed charges, the per pair cost depends upon the number of pairs made. Hence, it follows that those manufacturers who are producing the greatest number of shoes with the least investment, and the least floor space, have the advantage over those manufacturers carrying an unnecessary interest charge, and an unnecessary floor space, everything else being equal. Hence, it follows that the manufacturer who keeps his factory running every work-day in the year and each foot of floor space producing its utmost capacity, has a great lead in the per pair cost over his competitor who is running only part of the time and is paying charges on items not used to their full capacity.

Now, in getting at these costs represented by the items known as fixed charges, you can only tell what these will be with certainty, after the year is closed and the books figured up, and you find how many pairs have been made. At the beginning of the year one can only estimate how many orders they will take and how many goods they will make. But to the house making a staple line of goods, this estimate may be reckoned with almost fixed certainty, by comparing the purchases of customers during the several years last past. It is unnecessary to insist that the careful figurer is a careful student of his books for several years back after each yearly account has been closed. He cannot afford to disregard the figures shown from year to year at the closing of accounts.

One of the most essential points in connection with shoe manufacturing is the correct figuring of the manufacturing cost, both as regards material and labor. It is necessary that everything that enters into the construction of the shoe should be correctly estimated, and the actual cost figured on each part. Nothing should be left to guess work; use the pencil and get facts.

The findings that enter into the construction of a shoe are often lumped at a sum that is supposed to cover the cost, but this method is faulty and should never be allowed; again it is rarely that a complete list of the supplies or findings, is kept for consultation at the office, as this part of the equipment of a shoe factory has been considered of little importance, owing to the petty nature it represents in the accounts.

Before a selling price can be placed on a shoe, the cost must be known, as all the parts that enter into the shoe must be purchased in the raw state first, and later paid for. The amount of all materials entering the shoe should be correctly accounted for; this includes the minor details, namely, buttons, eyelets, hooks, silk,

cotton, thread, wax, needles, awls, nails, tacks, wire (brass and iron), cement, blackings, stains, dressings, sandpaper, emery paper, paper, string, sock-lining, cartons and boxes. These twenty-three separate parts are the regular findings that enter into the manufacturing of a shoe. Then we have the special findings, namely, knives, tape, webbing, belting oils, backing cloth, emery wheels and covers. These eight parts, special findings, added to the twenty-three in the regular findings, will give a total of thirty-one items in the list of shoe supplies or findings, that must be correctly figured as to the cost per pair.

As some of these findings are used in different departments, the cost should be kept in each department, of the amount of each item used. This can be done by a simple method of keeping a supply distributing account, that charges to each department the amount given out daily, and the goods charged up as received by the foreman, who has a sheet prepared for this special purpose.

This method will enable a foreman to tell accurately just how his supplies are running, and if

he is getting full measure of what the firm is paying for. This is a very important matter in the use of all kinds of cement and blackings, as these goods are bought in bulk, the barrel charged up as so many gallons, the foreman should try to find if he is getting what is paid for.

Again the question will come up about the cement used at a certain time, trouble with channels not sticking; the record will settle all disputes correctly. The stitching room has this trouble sometimes, and memory is not as reliable as records kept of the transaction.

A good system is to have the supplies received at a given place in the factory. All goods received are checked in the day-book, then charged to the stock book under the heading of that particular item of purchase. The goods are then placed in their proper location to be in readiness when wanted; the entry contains notes that may prove valuable data at some future time if any question should come up about the goods.

The method that prevails at many factories today, is to receive into each department the supplies that are ordered for that department, and to leave the matter to the foreman to check up the items when the invoice comes to him for his approval. This way leaves room for many leaks to occur, that mean loss to the firm.

Keeping down the supplies necessary to run a business also keeps down the amount of capital required. This free buying of supplies allowed by many firms to their different rooms, has been the cause of laying in a stock of parts many times greater than is safe and economical, and a supply that would not exist if the supplies were ordered by a purchasing supply department, and such purchases made only upon receipt of a requisition signed by the foreman who wanted the goods.

The supply department can tell just how the supplies stand at any moment by looking over

the books. Again this system guarantees the using up of old stock before the new supplies are given out. In this way things move as they should; no old stock on hand, no surplus findings in sight. The surplus can better be kept by the manufacturer who sells them when you need them and not tie up the firm's money.

These reasons are sufficient for any live business man to see the desirability of keeping a supply room. When each foreman is authorized to make purchases for his department, there will come a time when the weak side of the foreman will be discovered by some salesman who is out to sell a large bill of goods, etc.

How many times do we hear it quoted that so and so mentioning some prominent foreman or buyer for a large manufacturing firm will not buy a line of goods unless there is something in it for him; and how often does the appearance of things uphold this surmise.

It would be folly to say that all buyers are so inclined, but the rumors are in the air at times and we can well look into the matter to find a way to prevent, if possible, the occurrence of such conditions.

Again, the close competition compels all manufacturers to look sharply to their buying and discounts, as many times the profits lie in these conditions.

How can the findings be arranged so they shall go to different rooms, and accurate accounts kept, to charge amount so placed: we will take the item cement to illustrate:

The invoice calls for two barrels of channel cement, 48 gallons in one barrel and 47 gallons in the other. The cement is placed in house for keeping cement, each package is marked in numerical order as entered on the day-book and the number checked in; then each package (barrel) numbered 1, 2, 3, etc. This takes but a moment and may save many minutes later trying to prove something.

Now, barrel No. 1, 48 gallons, is sent into the bottoming room,

as a rule, in 5-gallon cans, therefore, we will take one tag, or better, have some round brass tags with hole to hang on nail, that are stamped the numbers wanted, No. 1, No. 2, No. 5; these will be given out by the foreman when he sends to the supply department for cement. If a tag marked No. 5 is sent, the bearer will receive a 5-gallon can filled with cement from the barrel on tap. This delivery is charged up against that particular barrel, both on the tag and on the barrel, also on the sheet for findings account. This checking will show date, kind and amount of goods given out; when cement is taken from a barrel the amount taken is deducted from the total, showing balance in barrel.

This method applies to all supplies and should be faithfully carried out by those having charge of these details.

When a barrel has been drained of the contents, the tally on barrel will correspond with the amount charged in invoice, and if correct the matter is closed, but if the barrel does not come up to the amount called for, then the system has proved itself of value in directing attention to a shortage, or error in billing goods, which will be corrected by any responsible firm.

Why should items costing as high as cement and blacking, ranging from 60 cents to \$1.00 per gallon, be overlooked when sheep lining stock costing but a few cents per foot is carefully entered on stock book. The answer is simply habit, no other reason can be assigned for this oversight.

The itemizing of the labor account in each room requires careful thought. Each operation, no matter how small, or unimportant, costs money and must be charged against the shoe. Each operation, whether done by piece or day help, costs a certain amount, and that amount must be determined and a price per pair decided on for each operation.

There are expenses that enter into the running of a room that cannot always be figured to a certainty. These conditions can

be met by a charge called "Room Tax"; this can be determined in each factory as the conditions appear.

(To be Continued.)

INSEAM TRIMMING.

This operation requires careful manipulation of the blade. The idea is to cut the seam flat; so the outsole will lay flat at sole laying. A young boy will not do, as the trimming must be done in very close proximity of the seam without cutting any part of it. Trimming by hand is, therefore, a costly operation—so that the better way would be to trim by machine since the operation by hand calls for a man at not less than two dollars per day. The Keighley Inseam Trimming Machine cuts a perfectly flat seam and, as the blade is 18 feet long and sharpened automatically, very little trouble is experienced in the operation of that machine. When trimming by hand the work cannot be done so uniform.

Some shoemakers are of the opinion that the welt strip should also come under the blade, and it can be done with the Keighley machine without danger of cutting into the seam.

MARKING WIDTH.

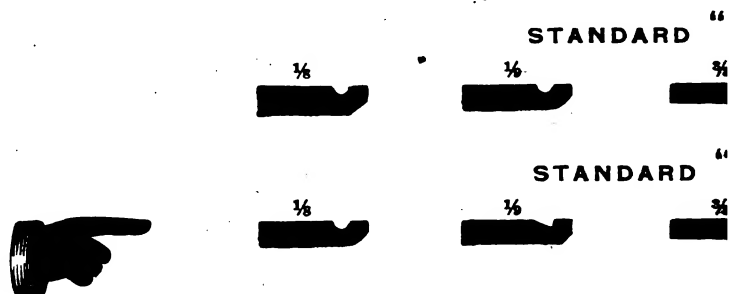
In the line of women's shoes, C width is 3 wide in Lynn. In New York and Brooklyn C means D, or 4 wide. Why do we have this divergence of meaning? Perhaps the New York idea in this marking of sizes was a good one, considering the fact that women all want shoes a size smaller than their feet can comfortably afford. Let us take the case of a retailer who carries both lines. He first tries to sell a Lynn shoe, but the lady is positive that she can wear a half or even a full size smaller. He knows better, but in view of making a satisfied customer he reverts to the New York shoe. She is particular in this important matter and refers to the marks. She tries the shoes and triumphantly explains:—"I told you so!" The retailer is "not guilty" of misleading, the lady is satisfied and New York shoes are selling.

Buy Your Goods **GROOVED** and

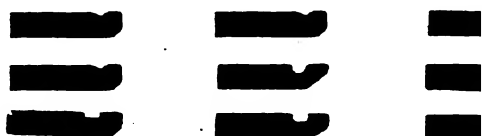
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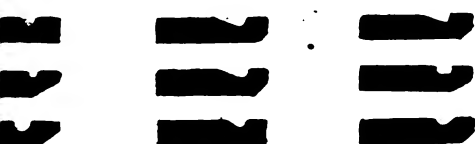


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ANY, Brockton, U. S. A.

MAKING GEM INSOLES.**Different Methods Employed in Production.**

The modern shoe manufacturer, in order to keep abreast of the times, must keep in mind a two-fold object; improve his product; reduce his costs. Anything bearing upon this dual subject is of vital interest to the manufacturer; few things more so than the use and perfection of the Gem insole.

The Gem insole makes its first appeal because of the many ways in which it is preferable to the solid leather insole; the flexibility of the shoe using an insole of the same weight is greatly increased; the shoe is better able to resume its shape when subjected to the distortions of wear; the shoe is kept drier and dries more quickly when wet; the combination of strength and lightness is made possible; and last but not least the Gem insole is much cheaper than the solid leather sole.

The possibility of using the Gem insole widely became apparent with the invention of the Gem machine, which cements a piece of canvas to a light split insole rapidly and effectively. Many manufacturers soon became convinced of the merit of this machine and process and made haste to install it in their factories.

But this process, like many other innovations, had attendant difficulties. At first the Gem machine used a cemented sole and cloth coated with cement. It was soon evident that a cloth coated with a rubber compound coating of some body would give better results. It was found, however, that rubber coated cloth had to be soaked in hot water to "gem" properly.

Many difficulties arose. First, the sticking quality of the coating would vary; second, the water would interfere with the sticking, and, finally, the Gem machine would fail to insure absolute contact between the canvas and leather. In the making room the welters would tear the canvas off the sole.

There are four distinct ways of making a Gem insole. The first is the old cement process. Here slowness, waste and danger are at once evident, so much so that because of wasting cement, fire danger, and slow work, almost all manufacturers have abandoned the use of cement on Gem cloth.

The second method is the so-called "Dry Method." In this a coated piece of cloth is run over dry heat which renders it sticky. The harshness of the cloth due to the perfectly dry heat renders this method very slow and impracticable. In order to successfully make a Gem the cloth must have a degree of flexibility, particularly in bending around the sharp angles of the lip. So much difficulty arose here that

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member of American Society of Mechanical Engineers. Introductory by Louis D. Brandeis, Esq.

This book deals with Time Studies, Motion Studies, Prevention of Soldiering, Rates of Compensation and all points of vital interest to every man interested in developing efficiency in the factory.

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683 Atlantic Ave., Boston, Mass.

progressive manufacturers were compelled to abandon the "Dry Method."

The third method is the so-called "Wet Method." A strip of coated canvas is soaked in hot water, dried imperfectly, placed on the upturned lip of the insole, and run through the Gem machine. Three difficulties beset this process: the canvas may be too wet; the coating may fall to stick, and the Gem machine may not be properly adjusted. Any one of the above conditions results in a 'cripple.'

The fourth method is the "Dry Vapor" method. The canvas is coated with a standardized coating, is stripped to the desired widths, and the coated side only subjected to the action of dry steam vapor. The dry canvas is then gemmed. Any trouble here lies in the Gem machine itself. No matter how carefully it is operated, some parts of the canvas may not be in perfect contact with the lip of the insole.

Appreciation of the need of absolute contact between canvas and leather led to the invention of the "lip machine," so called. This machine takes the insole after gemming and rapidly and effectively creates perfect contact between canvas and leather and sets the lip at the proper angle for receiving the needle when wetting. Thus the possibility of trouble is eliminated and the result is the best insole obtainable by any process; absolute contact, no water spots, no crimping, no curling, no mildew, no rot.

So favorably has this process been received by the shoe people that the manufacturers of it have been forced to enlarge their Gem insole department to meet the demands made upon it. The concern now proposes to send their machines to the manufacturer, install them in the factory, and send a man to operate them absolutely free of charge. This seems to show that they can make good their guarantee; to save from 20 per cent to 30 per cent on cement costs, to save 10 per cent over any other system and to produce the best "Gem" on the market.

Besides this, a large economy has been effected by the Plymouth Rubber Co. in their methods of stripping the canvas. They have an absolutely new departure in this which they are preparing to submit to the manufacturer. A card to their new Canton plant will bring their representative with all the details covering this new and very important improvement.

—Mr. H. H. Lightfoot, manager of the Perth Shoe Co. of Perth, Ont., is spending a few days in Boston. Mr. Lightfoot is manufacturing a line of women's welt shoes and organizing his factory on the American plan.

NASHVILLE, TENN.

—Prince L. Royal, of this city, who has had charge of the stitching room of Manier, Dunbar & Co. for the past three years, has resigned to take a position with the Red Seal shoe factory of Atlanta, Ga., as general factory man. Mr. Royal's help presented him with a beautiful stick pin with the following letter:

Mr. P. L. Royal,
Dear Sir:—Realizing we are losing a friend and a kind considerate foreman, we wish to express our regrets by presenting you this little token. May it always bring you good luck in each and every thing you undertake to accomplish. We wish you much success in your new career at all times.

Signed,

Girls and Boys of
Stitching Department.

After receiving the beautiful pin, Mr. Royal gave the department a little talk and expressed his thanks for their kindness, assuring them that he was as well pleased with them as they were with him.

—J. W. Manier, superintendent and general manager of Manier, Dunbar & Co., had the misfortune of losing his index finger on his right hand. Mr. Manier was cutting soles on a Hawking machine and the machine tripped the second time, crushing his finger at the knuckle. Mr. Manier's friends will be very sorry to learn of this accident; however, his hand is healing nicely.

NOTES.

—The Consolidated Shoe Company, Boston street, Salem, Mass., makers of women's McKay shoes, has a very good export trade. Salesmen handling their shoes travel in the West Indies and Central America and in European countries.

—The American Shoe Tip Co., manufacturers of toe plates and protectors, worn on boys', youths' and children's shoes, have moved their office quarters to the Albany Building, Boston, where the display features, storage facilities and the improved office atmosphere are considerably more satisfactory.

—The Brown Shoe Co., Inc., St. Louis, Mo., declared a regular quarterly dividend of 1 3/4 per cent on preferred stock payable August 1 to stock of record July 26.

—Zenas W. Lewis, proprietor of the Superior Polish Co. of Brockton, Mass., has been fortunate to secure the services of an authority on blackings and shoe finishes in the person of Nathan L. Dixon. Mr. Dixon is a well-known personage in the blacking trade and has devoted his life to the study of practical chemistry.

—Beverly manufacturers of "warm goods," as felt footwear for winter is called, are busy.

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United Shoe Machinery Co.

Boston, : : Mass.

New Patents in the Trade.

What They Are About and the Claims Made for Them. Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

Following is a list of patents issued during the current week, further information regarding which may be had through application to the office of American Shoemaking.

Thread Controlling Mechanism for Sewing Machines—No. 1,075,695, to Daniel W. Corey.

Channel Opening Machine—No. 1,075,876, to Frank M. Trainer.

Protective Overboot—No. 1,075,930, to Margarete W. Murray.

Shoe—No. 1,075,806, to De Roy Austin.

SQUEAK PREVENTOR FOR SHOES.

No. 1,075,089.

Letters patent have been granted Irving L. Keith on an invention to prevent squeaking of shoes.

It is a well-known fact that squeaking of shoes is usually caused by the rubbing together of two portions of the shoe bottom or sole when bent, and, to prevent this, it has been common practice to place various substances, such as tarred felt, powdered chalk or talc between the parts which are likely to rub together. While a powder, such as powdered talc, is perfectly effective in preventing squeaking, when properly applied, as a practical matter, it is extremely difficult, in the ordinary process of shoe manufacture, to place it between the parts in the position desired, and in such a manner as to perform its intended function.

The object of this invention is to provide a means, whereby a powder, such as powdered talc, may be effectively employed between the different parts of the shoe to prevent squeaking thereof, and may be con-

veniently placed between a tap and an outer sole, before they are cemented together, without materially increasing the cost of manufacture, or preventing the complete closing of the joint between the tap and sole, at the edges, and without being affected by the fresh cement which is employed, when it is inserted, so that it will thereafter be free to become distributed over

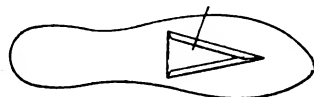


Fig. 1

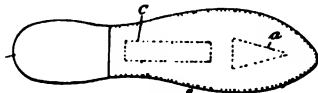


Fig. 2



Fig. 3

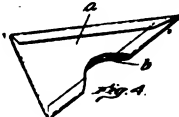


Fig. 4

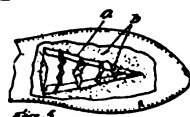


Fig. 5

the entire surface portions which may rub on each other. This object is accomplished by providing a suitable quantity of the powder, which is commonly used to prevent squeaking, and placing the same in an envelop of very thin, easily frangible material, as tissue paper, or gauze, the packet thus formed being placed, at the time the shoe is being made, between the parts which would rub together, so that the powder will be protected by the envelop from the cement, which may be used to cause

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eling machines
R CO.

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these parts to adhere, and when the shoe is worn, or the sole is bent, the envelop will break or be disrupted and the powder will work out or sift out into the spaces between the parts which would otherwise rub on each other.

HEEL BLACKING MACHINE.

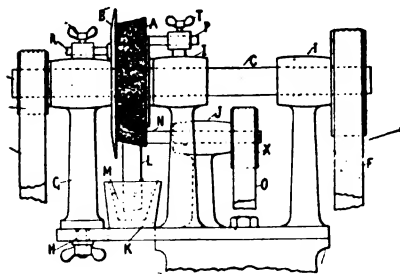
No. 1,074,707.

Letters patent have been granted John Baptiste Fontaine on an invention which relates to a machine for blacking the heels of shoes.

In order more fully to describe this invention, reference will be had to the accompanying drawing, in which like parts are designated by like characters.

Figure 1 represents a side elevation of a machine embodying this invention. Fig. 2 represents an end elevation of the same.

"A" is a circular brush, of conical longitudinal section, rigid with the shaft "C," which rotates in the bearings "I," being driven by the belt "F" and pulley "V."



"B" is a thin disk, rigid and concentric with shaft "D," which rotates in bearing "G" by means of belt "E" and pulley "Y," the said rotation being the same direction as that of the brush "A" but of a different speed. The bearing "G" is adjustable at the slot "H" to make the front edge of the disk "B" project a suitable amount from the face of the brush "A" at the line of application of the heel which is to be blackened, and to vary the said amount of projection at the will of the operator, the better to compensate for the gradual reduction in diameter of the brush through wear.

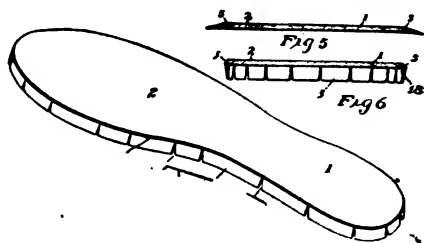
"L" is a wheel, rigid with the shaft "N," which rotates in the bearing "J" by means of the belt "O" and pulley "X." The function of the said rotating wheel "L" is to raise a continuous and even supply of the liquid blacking from the tank "K," into which it dips, up to and upon the brush "A."

A suitable and adjustable scraper, as "P" is provided to scrape off any surplus blacking, and spread out evenly all the blacking upon the brush; and a suitable and adjustable wiping device as "R" is provided for the purpose of wiping off any blacking from the back of the disk "B."

INSOLE.

No. 1,075,188.

Letters patent have been granted John Buckley on an invention which relates to insoles and is particularly applicable to so called stitch-down boots and shoes, and is also applicable to the manufacture of McKay



and other types of shoes that require an inner sole, whereby the parts of these shoes may be assembled in a simple and expeditious manner, and in which the upper and insole are united without lasting.

CUSHIONED BOOT HEEL.

No. 1,069,001.

Letters patent have been granted William H. Guy, on an invention which relates to cushioned soles and heels for shoes, the object of the invention being to provide a construction of inner sole and heel, whereby air or other fluid or liquid may be confined therein to act as a cushioning medium.

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LIVINGSTON & DOUGHTY, Ltd.
LEICESTER, ENGLAND

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Co-operative shipments of shoes are being made by Lynn manufacturers. Every day the manufacturers unite in sending at least one car-load of shoes from Lynn to Chicago. It takes seven tons of shoes to fill a car. From 15 to 20 firms contribute to the car-load lot. After the car is filled, it is sent direct by fast freight to Chicago. The journey takes three days. That's a saving of three days over the old shipping route. In Chicago, the freight car is unloaded. Those shoes intended for Chicago buyers are distributed among them, and those intended for buyers in other cities are trans-shipped, and are forwarded to Denver, San Francisco and other cities. Lynn manufacturers are of the opinion that this new quick route to Western markets will enable them to make big gains in the shoe trade of the West.

—More than a score of Lynn firms now have shoes in stock departments. About \$1,000,000 worth of shoes are carried in these stock departments, ready for shipment to shoe retailers the day that the orders are received. During the last two or three years there has been a very large increase in the business of the stock departments. The introduction of the parcel post system has encouraged it. Lynn firms who have stock departments expect a steady increase in sales from such departments the next few years, and are preparing to handle such new business.

—A. C. Grover, of Lynn, has returned to the Thomas G. Plant Co. He was purchasing agent for that company for several years. He resigned his position a year ago, to become a member of the Goller-Grover Shoe Co., makers of women's shoes, Lynn. The latter firm has gone out of business. Mr. Grover was one of the receivers that closed it up, after it assigned.

—Paul Krippendorf, of the Krippendorf Kalkulator Co. of Lynn, has been on a trip among Western shoe shops, introducing his machine and his system into cutting rooms.

—E. W. Burt, of E. W. Burt & Co., shoe manufacturers, East Lynn, has named his part of Lynn "Grippertown," after his "Ground Gripper" shoes, and he has painted big "Grippertown" signs all around his factory, on the vacant lots about his factory and on as many buildings in the neighborhood as possible.

—It is said that A. E. Little & Co. now have 500 agencies for the sale of Sorosis shoes.

—Thomas D. Gottshall Shoe Co., Lynn, successors to Hoyt, Rowe & Co., makers of children's footwear,

have doubled their business over the business of the old firm. Mr. Gottshall came to Lynn from the Thomas G. Plant Co. factory. He modernized the equipment of the Hoyt, Rowe factory and introduced a new and very efficient system. He also graded up the product and cut down the variety of shoes turned out. He held his production right down to a strong high class of welt shoes for children, and he made such good shoes that the sales of his company increased 100 per cent.

—The India Leather Co. will move from Foster street, Peabody, to the A. G. Frothingham Co. factory, Water street, Salem, about Nov. 1. It finishes India leather for the shoe and novelty trade.

—Walter Hayes, who was formerly with the Connors Leather Co., Salem, has taken the factory on Webster street, Peabody, and will make sheep leather in it.

—George C. Vaughan has moved his main offices from his calf leather tannery on Foster street, Peabody, to his sole leather tannery on Broadway, Salem.

—William F. Martin Shoe Co., Salem, has completed the remodeling of the Martin factory, Flint street, Salem, and has begun to make shoes. It will make its first shipments this month. It makes McKay shoes for boys and girls.

—W. S. Haley, of Marblehead, has taken space in the Mulligan factory, Green street, Salem, and will make sheep leather.

NEW LYNN STORE.

The Boston Blacking Co. has taken the store at 593 Washington street, Lynn, Mass., and is fitting it up as its Lynn headquarters. It will move from its present store on Union street. In its new quarters it will be able to take care of its growing business. Henry McDermott is manager.



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THE NEW DOUBLE HEAD NAUMKEAG PNEUMATIC BUFFING MACHINE

The Naumkeag Buffing Machine Company whose machines are used by all the leading shoe manufacturers in every country where shoes are made throughout the civilized world, is now placing upon the market its new Double Head Pneumatic Machine. This machine, we believe, will be fully appreciated by the operator as well as the manufacturer.

The machine has two independent heads, giving the operator the advantage of two separately regulated air cushions and abrasive coverings, one of which can be used for buffing out the grain in the shank of the shoe, and the other for cleaning and smoothing the entire shoe, thereby completing the two operations of shanking out and cleaning the shoe in one handling.

We believe every operator will appreciate the improvement, as he will save handling the shoe a second time, as well as changing pads for shanking out and cleaning every case, which will enable him to do a great deal more work in a given time and with less effort.

The manufacturer will certainly appreciate the improvement in the looks of his shoes, as saving of one handling means a great deal to a fine shoe. The saving in time also means a saving in machinery, room and power.

Write for Further Information to

Naumkeag Buffing Machine Co.

BEVERLY, MASS.

Brockton and South Shore.

Trade Notes, Personals, Etc.

—Last Tuesday night at the parochial residence in Randolph, Miss Angeline M. Coleman and Daniel E. McCue were united in marriage by Rev. William T. Deasey. Mr. McCue is foreman of the dressing rooms at the factory of the Geo. H. Snow Co. in Brockton.

—Last Tuesday evening, during the raging storm, firemen were called to a fire at the factory of the O. A. Miller Treeing Machine Co. in Brockton. A hole was burned through the roof of the boiler room, which was caused by dust near the chutes igniting.

—George E. Keith, head of the George E. Keith Co. of Brockton, is to lay the cornerstone of the new \$225,000 Y. M. C. A. building, Saturday, Oct. 25th. Mr. Keith was the first president of the Y. M. C. A. and was a very liberal subscriber to the fund to put up the new building.

—Alfred W. Donovan, of the E. T. Wright Co. of Rockland, who is president of the Commercial Club of Rockland, attended the fall meeting of the State Board of Trade, held at Norwood last Tuesday afternoon.

—E. T. Wright, head of the E. T. Wright Co. of Rockland, presided at a meeting of the Union Glee Club of that town last Tuesday evening. It was Clergymen's Night, and four ministers representing four different denominations were the special guests of the club. The subjects responded to by the different ministers were: "The Coming Age," "Civic Ideals," "The Church in the Community" and "School Days."

—Robert A. Bruce of Whitman is to engage in shoe manufacturing near New York City, having secured backing to finance the venture. Mr. Bruce formerly held a position in the office of the Regal Shoe Co. of Whitman.

—The controversy that has been going on for quite a time between the Lasters' Union and the Shoe Manufacturers' Association in Brockton, has been finally settled by an agreement to work for one year under a slight raise in price, that will mean about \$1.00 per week for each man. An effort was made by the manufacturers to have the agreement in effect for three years, but the union would not agree to it. Several shoe manufacturers not in the association will make separate agreements with the union on the same basis. These manufacturers include the Brockton Co-operative Boot and Shoe Co.; Stacy-Adams Co.; Thompson Bros.; Kelley-Buckley Co. and the Nesmith Shoe Co.

—Shoe shipments from Brockton last week amounted to 13,689 cases, sent out from shipping centers as follows: Brockton Centre, 3049 cases; North End, 5005 cases; South End, 5635 cases. The total shipments to date are 579,199 cases, which is 3317 cases ahead of the shipments for the same number of weeks in 1912.

—At the meeting of the Brockton Association of Superintendents and Foremen last Friday night, four men were elected to membership and one application was received.

—E. E. Rudkin has accepted a position as assistant foreman at the Rockland factory of Rice & Hutchins. He was formerly in charge of the stitching room at the "B" factory of the F. F. Field Co. previous to their moving their business back to Brockton.

—Edward H. Hicks has accepted a position as salesman for the A. J. Bates Co. of Webster, Mass. He was formerly with the Field-Holmes Co. of Chelsea, in which Daniel W. Field of Brockton is interested.

The London Fair.

What Exhibitors Showed—Machinery a Big Feature.

(By Ernest J. Wright)

The Shoe and Leather Fair of 1913 will go down as one of the most successful held. The alteration of date from November to October will be greatly appreciated by the many stand holders, and also by the attending public and those generally interested in the trade. The fair has always been held from the first Monday in November, when the weather is likely to be anything but congenial, and at a time when manufacturers and others find it inconvenient to divert their attention from business. November has never been a popular month from any point of view—and the change is generally accepted as a great improvement.

exhibition in itself, apart from all else—and attracted large crowds of people.

They are this year showing many new things in improved machinery. The new model "M" stitcher is a splendid machine and capable of doing nearly double the work of the Rapid stitcher. The new "K" welt-er is a much improved machine and has a new automatic welt cutting device. The new No. 8 Heeler is the swiftest machine ever put on the market, and can be arranged for either inside or outside attachment, and the automatic cutting device can be used in either case.

The B. U. S. M. Co. have altogether a bewildering display of machines complete in plants for all principles of shoe production.

Another new B. U. machine is the Crest Heel Blacking machine. This machine insures the ink being put on the heel without overflowing on to the upper, and prevents waste of ink, besides being a great labor saver.

Machinery houses are generally well represented and many new inventions are shown in the various stands.

Gimson & Co., Ltd., of Leicester, Eng., are showing a new direct pressure bottom leveler. This is heavily built for men's goods and should command good sales. They are also showing a new heel compressor with automatic feed and throw-out, with precautionary devices for safety in working. A new slugging machine of the Universal type is another feature. This is a high-speed machine, and is fitted with a ring shear cut-off device, which gives an improved clear cut. They also have the popular Fortuna skiver.

The Standard Engineering Co., of Leicester, Eng., are showing a new high speed stitcher, which has a capacity of 550 pairs per day. The feature of this machine is that the motions are operated by two sets of cams, each set taking part of the work. This adds very largely to the life of the machine.

They have also a combined channel closer and edge squaring machine. This is a new patented principle. A new twin open-end automatic press is shown on this stand, on the Buffer principle, and made to take full size bends.

Many other machines are shown—including a complete stiffener preparing plant.

E. J. Wright

There is at this fair, as always a great deal of repetition. This, of course, is unavoidable, but these gatherings are always certain to command any new innovation to the trade, and, furthermore, makes an annual rallying ground for all interested in shoe and leather industries.

The machinery section possibly surpasses all previous exhibits.

The British United Shoe Machinery Co. have, for the first time in the history of the fair, changed their position from the end of the Southern avenue to the Gilby Hall on the right of the main entrance. This gives them a unique position to show and demonstrate their wonderful and varied plants of machinery. This is really a large and interesting

The Northampton Machinery Co. are showing a small laster. This is simple and so effective that they claim to beat all machines on the market for speed. It is similar to a large lasting jack. The last is held rigidly in position, and by a foot lever a wire loop is pulled tightly around the shoulder of the toe and feather, a thin braid is then tacked around feather and toe. The machine is small to fit an ordinary bench, inexpensive and suitable to work on small teams. It turns out good work, quickly done.

They also have an improved plant for gemming insoles, a wide tape being used, doing away with covering the whole surface of the insole.

A. Johnson & Sons, Leicester, Eng., have a fine exhibition of machines, including a new and improved welting plant, involving a new idea of setting out the teams. This includes their new high speed stitcher, with new lathe movement, operated by the foot.

Timson, Bullock & Barber, Kettering, Eng., have a good show, including a new heavy heel and top piece compressor. The feature of this machine is that it is impossible to overload, or the belt to slip off.

Another new machine is their power breaster with a device to prevent cutting the sole. Their "Perfecta" laster is the same in principle as the Northampton Machinery Co.'s, simple and speedy.

Livingston & Doughty, Leicester, Eng., have a few new inventions, i. e., the Shawmut loop cutter, taking three loops at once and cuts into equal lengths; a patent heating stove for four irons for shoe room work; a patent grinding machine for tools, and a new and improved pattern of "Harford" cutter for patterns.

A. T. Ralph, Ltd., Leeds and Norwich, Eng., have a new patented plant of machinery for making insole Veltschoens. The insole is left full beyond the feather edge of the last, and this, with the upper, brought over and lasted with the staple tacker, forms the welt. This is quite a new innovation, and competes against the ordinary welted boot, as it is flexible and much easier to repair.

There is also a new power machine for sewing on ornaments, etc.

Ward & Gent, Northampton, Eng., are showing a new pulling-over machine. This is on very much the same principle as the "Rex," only that the operator has full view of the front of boot and can adjust the cap or tip to greater advantage.

Their stitching machine has a few improvements, including an automatic double release.

The W. & G. welter has a capacity of 450 per day, has a new positive looper movement and a radical welt guide.

The Beersia Compagnie, Frankfurt on Main, Germany, are showing a few novel machines for shoe repairing, including a Hamel sole sewer (price \$58). This is a lock-stitch, can be fixed on a solid bench and is manipulated by a hand lever.

They have a splendid little machine, i. e., the combined leather cutter, skiver and channeler; price \$16.

Weston, Shipley & Weston, Leicester, Eng. — These people are showing one of the novelties of the fair in machinery, i. e., the McKay welted shoe. This is a rand or welt sewed on by the McKay machine operator by a guide attachment. The shoe is light and easy to repair, and has the exact appearance of a Goodyear welted shoe.

They also have a solid slanting horn for the Blake or McKay machine. This prevents dirty linings and is a great improvement on the divided horn.

Another machine is a power channeler. This machine cuts the channel and inserts groove at bottom of channel for reception of the thread.

The general exhibits on machinery this year are more than up to the average, and I have only mentioned those which appear to be original and attractive.

Rubber firms and polish manufacturers are well represented, as are many others showing small trade novelties. The general exhibits, too, are more numerous than last year, and additional room has had to be made for them.

The great exhibit of the British United Shoe Machinery Co. is better than ever, and is shown in the Gilby Hall, a large hall in itself.

The attendance is rather better than last year, and altogether the show is a great success.

WILL OPERATE TWO FACTORIES.

Jenkins-Smith Co., Peabody, Mass., have repaired the damage done to their main factory in Peabody by a fire of last July, and soon will start it briskly on the spring and summer run. In this factory they make welt shoes for women exclusively. They now have a branch factory in Haverhill, in which they make stylish turn shoes for street wear.

—The M. A. Packard Co. of Brockton expect to be running their No. 3 factory in the new brick building at Brockton Centre about Nov. 1st.

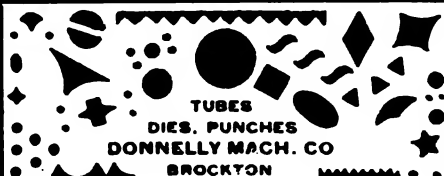
—R. H. Gilman has now accepted a position in charge of the making room with the Craddock-Terry Co., Lynchburg, Va. He has had similar positions with L. A. Crossett Co., Abington, Mass., and with the Commonwealth Shoe Co., Whitman, Mass.



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TAPS

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Standard Button Fasteners



8 Cents Per 1000

We also manufacture Hand Button Fastener Machines, Heel Protectors, Triangles and other shoe findings.

Standard Shoe Machinery Co.
11 Shawmut Street Providence, R. I.

Industrial Information.

Notes of New Factories, New Enterprises, New Firms, and Changes in the Trade.

JEFFERSON CITY, MO.

—Articles of incorporation were issued in this city by Secretary of State Roach to the Kurz Shoe Company of St. Louis. Daniel Kurz, president of the company, owns 90 shares; Fred R. Schmidt, vice-president, 5 shares; Otto R. Bulmahn, secretary-treasurer, 5 shares. They will do a general wholesale and retail business. The capital stock is \$50,000, fully paid. It is understood that a local manufacturer will make a specialty line of shoes for them under their own brand and trademark.

LYNN, MASS.

J. J. GROVER'S SONS have added a line of welts for street wear to their line of turn comfort shoes, which they have been manufacturing for the past 40 years.

TORRANCE, CAL.

Contracts have been signed by the Dominguez Land Company for the building of a new shoe factory here and within thirty days the backers of the \$100,000 project will be on hand to carry out the plans. The buildings of the Fuller Shoe Company will be taken over by the CALIFORNIA SHOE MFG. CO., which already have a plant at Venice, and additional land has been purchased to enlarge the plant. It is possible, also, that another story may be added to the buildings already erected. The California Shoe Mfg. Co. will take with them the 100 employes now at the Venice factory, and it is expected that the removal will take place as soon as the orders now on hand are completed.

SACO, ME.

It is reported that the prospects of a new shoe factory here is looking brighter. George A. Chapman of Biddeford, Me., has bought the GILMAN shoe shop on Mechanic street and it is expected that he will convert it into a modern factory. It will be four stories high, with sufficient floor space to accommodate 15 workmen. It is thought that Charles O. Normandy of Providence, R. I., will be secured to look after the business. Mr. Normandy has been in Ellsworth.

CHICAGO, ILL.

P. R. JONES has commenced the manufacture of infants' soft soles at 1449 W. Lake street, with a capacity of fifteen dozen pairs per day.

TILLSONBURG, CAN.

SNEDICOR & HATHAWAY'S shoe factory, recently erected there, was damaged by fire last week to the extent of \$1,000. Defective wiring is said to have been the cause.

ST. CATHERINES, ONT.

The plant soon to be erected here by the RICE-HULBERT CO. of Courtland, N. Y., will give employment to about 100 hands. The building is to be a two-story structure.

REDCLIFFE, ALTA.

A new shoe factory is being built by the ALBERTA SHOE MFG. CO. This will be quite a large factory for the manufacture of men's heavy Goodyear welt boots and shoes. It is understood that operations will commence the latter part of November. About 200 or 300 pairs will be turned out at the start, but the output will be increased shortly.

NEWBURYPORT, MASS.

The KNIGHTS-ALLEN SHOE CO. of Haverhill, Mass., have secured the upper floor of the A. E. Ross building on Water street and will occupy it in manufacturing certain lines of shoes. This company does a large business in the new cement factory at Haverhill.

BROCKTON, MASS.

The C. A. EATON CO. recently purchased the exclusive right for one year to the use of the double-wear toe and heel Du-Flex shoe bottoms. The Eaton Co. is making a specialty of this type of shoe bottom.

WANTED

Factory damaged, jobs, mismates and sample shoes.

R. A. GHERE, FRANKFORT, IND.

FOR SALE

One Champion Stitcher
Polisher and Finisher, Style No. 23-2989
One Singer Stitcher, Style No. 29-4, G 1184081
One Singer Stitcher, Style No. 29-4, D 732882

MRS. F. C. MAYER

404 6th Avenue, Antigo, Wis.

Eureka! Eureka! Eureka!

DISCOVERED AT LAST:

a Box Toe Backing Waterproof Compound which will absolutely prevent all water stains coming through "tan tips." Thus eliminating much unnecessary labor caused by stains, wrinkles and bunches. Write for samples and forget your worries.

**BUREKA
CEMENT CO.**

NEWARK, N. J.

South Shore Supplies
Co., 8 Commercial Wf.,
Brockton, Mass.
New England Agency

The Keith System

(PATENTED)

**—for sticking any sort
of tap or middle-sole**

on any kind of leather, wet or dry,
Oak, Union, Hemlock, Chrome,
Paraffined or Viscolized.



The Keith System

(PATENTED)

has never as yet failed
to do the work in a sa-
tisfactory manner when
properly used.

IRVING L. KEITH
Haverhill, Massachusetts, U. S. A.

St. Louis Notes.

Trade Notes and Personals by Our Special Correspondent.

—N. Solomon, formerly of the Hamilton-Brown Shoe Co., where he was foreman of the treeing and packing room in their Security factory, has accepted a position with the Sutherland, Pedigo & Farwell Shoe Co.

—Roberts, Johnson & Rand Shoe Co. was successful in getting a part of the Government's order for army shoes. This firm has been an active bidder for a number of years and has been successful in getting the largest orders given by the Government. Last year the Non-Royalty Shoe Co. was one of the successful bidders, but before the contract was filled, their factory burned, and Burrow, Jones & Dyer Shoe Co. finished filling the order.

—The Government order has been eagerly sought by the large houses of St. Louis, because it run their sales up in dollars and cents. When several were in the race to establish and maintain their house as the largest in the world, the competition was keen, and bids were almost, if not below the cost of manufacture. The firms at that time had gone to a considerable expense equipping their factories with patterns and lasts, and were placed in a position that if they were not successful in bidding, their investment laid idle for a year at least, and then ran a chance of having their ill luck repeated. The Government often divided the contract, giving certain styles to each, and the case was not infrequent that two bid the same, and some lower on one than another. This gave the Government an opportunity to divide the orders on a just and fair basis. In the late years, however, the Government has furnished their own lasts, and the Roberts, Johnson & Rand Co. succeeded in getting the entire order, it often being large enough to run up into the hundreds of thousands of dollars.

—The Hamilton-Brown Shoe Co.'s factories are making 30,000 pairs of shoes daily and they expect to increase the output in every factory to its utmost capacity, as their new factory cannot be ready before spring. The firm does a large business in the Philippine Islands and in the Republic of Panama.

—A representative of Kennett & Smith Stain Co. has been visiting the shoe factories of this city, and has received a large number of orders for his firm.

—Alvin B. Goodbar, formerly president of the Goodbar Shoe Mfg. Company, until three years ago, when they discontinued business and since then with the Brown Shoe Co.,

has taken the agency for a line of women's, misses' and children's shoes, manufactured by the Nahm Bros. Shoe Co. of Philadelphia, Pa. His territory will be St. Louis and vicinity, West and Southwest. Mr. Goodbar has a wide acquaintance. He has been identified with the manufacturing and wholesaling of shoes for more than a quarter of a century.

—It is reported that Joseph Schopp, formerly for a number of years with the Burrow, Jones & Dyer Shoe Co., where he had charge of the bottoming department then, was afterwards transferred to the edgemaking and finishing room and, last, in the treeing and packing room, has accepted a position with a shoe manufacturing firm in Minneapolis, and will make his home there in the future. Mr. Schopp left St. Louis about two weeks ago and it was not learned until recently where he had gone. Mr. Schopp has a wide acquaintance as a finishing room foreman, and has the reputation of being one of the best finishers in the West. His friends wish him success in his new position.

—P. J. Riley, superintendent of the Peters Shoe Co.'s factory at St. Louis and Jefferson avenues, is recovering from an illness from which he has been suffering for several weeks. The Peters branch, over which Mr. Riley has supervision, is a part of the International Shoe Co., and it is where their highest grade of women's shoes are manufactured.

—Wm. Holhauff has accepted the position offered him as foreman of the bottom and edge making departments of the Burrow, Jones & Dyer Shoe Co.

A LYNN INVENTOR.

Bernard Gallagher keeps busily at work at his factory on Sagamore street, Lynn, Mass. He is 72 years old, rich in experience, and enthusiastic for the new inventions which he now has in mind. He has been in the Lynn machinery trade for the past forty years. He has patented more than 50 inventions. Many of them relate to machines for the boot and shoe industry, such as shears for cutting shoe patterns, a machine for trimming edges, and machines for finishing shoes. In 1886, Mr. Gallagher entered suit against the Union Heel Trimming Co., declaring that it infringed on his patents on a heel trimming machine. He won the suit, but it cost him \$6,000. Mr. Gallagher has secured a number of valuable patents on other machines besides those used in shoemaking.

This polish is thoroughly high grade in every respect. Results derived from its use on shanks and bottoms give the utmost satisfaction. We suggest that you order a sample at once and judge for yourself.

Packed one dozen in a carton, twelve cartons—one gross—in a container.

United Shoe Machinery Company

Sales Department

Boston

-

-

Mass.

SHORTAGE OF HIDES AND LEATHER.

A Letter Sent to Their Customers by
The W. H. McElwain Co. of
Boston.

While fluctuations in the price of hides and hide products will occur from time to time, the underlying tendency in the price movement has been upward for the last 20 years and promises to continue in that direction.

The larger part of our domestic hide supply originates from cattle other than milch cows, in other words from our beef and range cattle. The following figures show the decline in the number of range cattle compared as a whole and also show the decline in the herds of Texas, the greatest of our cattle states:

	Beef and Range Cattle Texas	U. S.	Populat'n U. S.
1900:—	8,570,000	50,600,000	75,994,000
1910:—	5,920,000	41,200,000	91,970,000
1911:—	5,507,000	39,700,000	93,200,000
1912:—	5,177,000	37,300,000	94,700,000
1913:—	5,022,000	36,000,000	96,000,000
Per cent change			
13 years:	41 p. c.	29 p. c.	26 p. c.

In considering the above figures, it may lead to a clearer understanding of their import to draw the following comparison from them:

In 1900 there were, for every 100 people, 62 beef cattle.

In 1910 there were, for every 100 people, 45 beef cattle.

In 1913, there are, for every 100 people, 37 beef cattle.

If the cattle continue to decrease at the present rate and the population to increase, it is not too much to say that five years from now there will not be more than 30 beef cattle for every 100 people. Judging, then, from the present, we conclude that the per capita supply of cattle in

1918 will be less than one-half what it was at the beginning of the century.

Argentina, whose herds are second only to those of the United States in the Western Hemisphere, is experiencing a situation similar to our own. The following quotation is from a notable article published in "La Nacion," in December, 1912. Referring to stock raising it says in conclusion, "All the data referring to this subject seem to indicate that the quantity of cattle killed each year exceed the capacity of production of our ranges."

When the shoe business in the United States is flourishing, hides and leather must be imported in enormous quantities as is seen by looking back at the years 1909 and 1912. As the years go by we are forced to purchase more and more hides from foreign sources.

It is correct to say that the per capita supply of cattle, the world over, is decreasing. It is also correct to say that the per capita demand for leather is increasing. Automobile upholstery and modernization of Oriental races play an important part in this increased demand. There is no other conclusion, then, but that hides, leather and shoes will cost more in the future than they do at present.

The following figures show the actual rise in hides during the last two years. Good damaged middle-weight is taken as an index of sole leather hide prices and Ohio buffs and Chicago city calfskins as an index of upper leather hides and skins.

	Good Damaged Middle- weights	Ohio Bufs	Chicago City Calf- skins
January, 1911	19.5	10	16
July, 1911	22	13	18
January, 1912	22	13	18
July, 1912	24	14	20
January, 1913	26	14.5	18
August, 1913	27.5	15.5	20
Increase in percentage	40	50	25

If you are not getting patterns to suit you,
you will probably find that your pattern
maker is not using the

**Preston Power Cutting Grading
Machine.** Write us for the names of pattern
makers using this machine.

A. F. PRESTON, 280 DOVER STREET, BOSTON, MASS.

**We
Manufacture Rubber Shoe Cements**
OF EVERY DESCRIPTION

If you are interested in a
**SPECIAL CEMENT
FOR LAYING
RUBBER SOLES**

We will be pleased to submit samples.
We believe we can please you.

HENRY C. HATCH, Brockton, Mass.

***We make A SPECIAL
EDGE INK***

FOR HIGH GRADE SHOES

In it we use the best of materials with no thought of cost and it makes an edge finish that can never be produced with medium and low priced inks.

We make edge inks at all prices, but we do not know how to make a better ink than this at any price.

Our line includes Dressings, Cements, Russet Leather Softener, etc.

AVERELL & THAYER
BROCKTON, MASS.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—A first-class foreman for treeing, dressing and packing room on men's welts. Must be familiar with Russia calf and patent leather repairing, and must be a hustler. State age, references and salary expected. Address 4902-T, care of American Shoemaking.

POSITIONS WANTED.

POSITION WANTED as sole leather room foreman by competent man on women's high-grade welts, turns and McKays; best of references; western factory preferred. Address 401-P, care of American Shoemaking.

POSITION WANTED — A first-class cutting and stitching room foreman is open for a position, at present employed, but desires change. Can furnish best of references. Address 303, care of American Shoemaking.

POSITION WANTED as foreman of fitting room on men's and boys' medium or fine welts or McKays. Competent to instruct green help. Will go anywhere. Best of references. Address 1806, care of American Shoemaking.

POSITION WANTED as foreman of making or lasting room on high-grade shoes. Would consider position as inspector or crowner. A-1 references, will go anywhere. Address 1905, care of American Shoemaking.

POSITION WANTED as superintendent or foreman of making rooms on welts, McKays or turns. Long experience in New England and Middle West. Would like to locate in Middle West. Best of references. Address 205, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man, with experience in all departments. Will go anywhere in the United States, Canada or Europe. Have had 25 years' experience as head and general manager of two shoe factories. Address 1102, care of American Shoemaking.

POSITION WANTED as foreman of packing room by a young man accustomed to handling large rooms in factories making fine shoes. First-class references. Address 302, care of American Shoemaking.

FOREMAN of making and finishing room, at present employed, but desires a change. Has had 12 years' experience as foreman with some of the leading Eastern concerns. Good references if desired. Address 1001, care of American Shoemaking.

POSITION WANTED—A man 34 years old with 15 years' experience in sole leather cutting room, desires a position as foreman. Thoroughly competent to teach cutting in all parts from side or strip, men's or women's shoes. Can furnish good references. Will go anywhere. Address Box 32, Chelsea, Mass.

MAN with expert knowledge and best experience in McKay making and lasting rooms desires position. Especially competent to instruct green help. Willing to go anywhere. Address 1904, care of American Shoemaking.

POSITION WANTED as superintendent, or charge of office, by young man with 17 years' experience in office and the practical departments of the factory. Has had extensive experience selling to jobbing trade. Address 1804, care of American Shoemaking.

SOLE LEATHER MAN desires position. Has had long experience as foreman of men's and women's fine work. Expert on cutting, manipulating and stock fitting. Best references. Address 1101, care of American Shoemaking.

FITTING ROOM foreman is open for position. First-class mechanic on all machines. Expert on Reece Good references. Address 604, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED by superintendent experienced in costing, women's lines, especially fine welts, would accept position as superintendent, cost man, or in charge of production department. References from leading New England firms. Address 280, care of American Shoemaking.

POSITION WANTED as foreman of making or lasting room. Would prefer to locate in the West. Can furnish A-1 references. Address 1987, care of American Shoemaking.

POSITION WANTED as foreman of cutting room on men's work. Fifteen years' experience in the East and Middle West. Can furnish good references and willing to go anywhere. Address 1805, care of American Shoemaking.

JOBS AND MISMATES WANTED
RYAN SHOE CO., HANNIBAL, MO.

BROCKTON NOTES.

—Manager Bosworth of the Brockton Heel Co., has returned East after a business trip in the Middlewest.

Mr. Bosworth has been out West in the interests of his heel machinery products. For a number of years he has been using a Brockton factory heel machinery, patents on which he controls. Recently, he has decided to manufacture heel machinery, and it was on this business mission that he has been engaged the past two weeks. Two of the largest Western shoe manufacturers have just installed his complete heel machinery equipment.

—T. D. Barry Co., are another firm of Brockton shoe manufacturers who are demonstrating that ladies' shoes can be successfully made in this city. This firm is making a large number of heavy mannish type bluchers, button and polish shoes, which are making a hit with their trade.

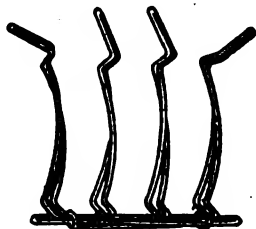
**One of Two Methods by which any
Lacing Problem Can be Solved**

FOR LACING SHOE UPPERS WITH THREAD

ANY GRADE ANY SIZE ANYWHERE

Rapidity and perfect accuracy combined is the unhesitating testimony of every user to date. We have a little descriptive booklet ready to mail to you upon request.

THE ELLIS LACER **The Other
Method**



THE STANDARD WIRE LACING DEVICE

Write us About Either or Both

UNITED SHOE MACHINERY CO.

FITTING ROOM DEPARTMENT

205 LINCOLN ST.

BOSTON, MASS.

VAMPING AND FOXING SILK

should be strong but yards should not be sacrificed for strength. We furnish stronger silk and more yards than any other make of stitching silk offered.

We solicit an opportunity to send on memorandum samples of our stitching silk with a measuring machine to enable buyers to intelligently compare the strength and yards of our silk with others. You will then know why we have the largest shoe trade.

Holland Mfg. Co.

685 Broadway, New York

Mills:

WILLIMANTIC, CONN.

ESTABLISHED 1860

Branches:

Chicago 235 Fifth Avenue
Boston 77 Summer Street
Cleveland 33 Blackstone Bldg.
Cincinnati 18 East 4th Street
Philadelphia .. 36 South Third St.
St. Louis 1017 Lucas Avenue
Rochester 13 Andrews Street

KEEP THOSE EDGES CLEAN

Protector

Absolutely prevents
soiling of stitches,
edge and bottom.

Tip repairers like
them because they
make the work easy.

Novelty Selling Co.

Room 67

683 Atlantic Avenue
Boston, Mass.

RED LETTER LIST

OF SHOE FACTORY SUPPLY HOUSES

**We Can Supply Anything from a Tack
To a Full Factory Equipment.**

UNITED SHOE MACHINERY CO.

BOSTON, MASSACHUSETTS.

Novelty Edge Protector

PROTECT FANCY STITCHES

**on your forepart edges
by using it.**

**Essential to perfect results
in tip repairing.**

NOVELTY SELLING CO.

**683 Atlantic Avenue,
Boston, Mass.**

NEW TECHNICAL BOOKS

We are distributors of the following technical books on the Shoe, Leather, and allied trades. Send us your order

- A Short History of American Shoemaking—Fred A. Gannon—\$1.00.
Arts of Tanning, Currying and Leather Dressing, The—C. Morfit—\$10.00.
Boot and Shoe Patterns—C. B. Hatfield—\$2.50.
Boot and Shoe Castings—L. C. Headley—\$1.00.
Boot and Shoe Pattern Cutting and Clicking—P. N. Hasluck.
Boot and Shoe Design and Manufacture—E. J. C. Swaisland.
Boot and Shoe Making—J. B. Leno—\$1.00.
Butt Tanning—W. N. Evans—\$2.00.
Footwear Advertising—Wm. Borsodi—
How to Find Manufacturing Costs and Selling Costs—Unckless
Home Mechanics—G. M. Hopkin—
Hides and Skins
Leather Work—C. G. Leland—\$2.00.
Leather Industries Laboratory Book—H. R. Procter—\$3.00.
Leather Worker's Manual—H. C. Standage—\$3.50.
Leather Manufacture—Stevens—\$5.00.
Leather Manufacture—A. Watt—\$4.00.
Leather Dressing—M. C. Lamb, F. C. S.
Leather Trades Chemistry—S. R. Trotman, M. A.—
Manufacture of Lubricants, Shoe Polishes and Leather Dressings, The—
Brunner—\$3.00.
Manufacture of Leather, The—C. T.—\$12.50.
Modern American Tanning—Vol. I, \$5.00; Vol. II, \$5.00.
Manufacture of Leather—Bennett—\$4.50.
Manufacture of Boots and Shoes—F. Y. Golding—\$3.00.
Manual of Shoemaking—Dooley—\$1.50.
New and Complete Treatise on The Arts of Tanning, Currying and Leather
Dressing—H. Dussauce—\$25.00.
New Industrial Day, The—Wm. C. Redfield—\$1.50.
Practical Tanning—Flemming—\$6.00.
Practical Treatise on The Leather Industry—A. M. Villon—\$10.00.
Primer of Scientific Management—F. B. Gilbreth—\$1.00.
Standard Pattern Cutting—C. J. Ward—\$1.25
Sewing Machines—P. N. Hasluck.
Soldier's Foot and The Military Shoe—Edw. L. Munson—\$1.50.
Shoe and Leather Lexicon—\$0.40.
Scientific American Reference Book—Hopkins and Bond.
Text-book of Tanning—H. R. Procter—\$4.00.
Technology of Boot and Shoe Manufacture, The—Crepidam, \$1.50
Tanners' and Chemists' Handbook—Louis E. Levi and Earl V. Manuel—\$5.00.

AMERICAN SHOEMAKING PUB. CO.,

212 Essex St., Boston, Mass.

Climax Bottom Finishing Brushes

These brushes are made with the following kinds of stock: Bristle, Black or White Mane Hair, Extra Fine White French Bristles and White Goats' Hair. The stock in each instance is of fine quality, carefully selected and so prepared as to present a soft, even wearing surface. An Illustrated Catalogue will be gladly sent upon request.

CLIMAX SOLID FILLED

United Shoe Machinery Company
Sales Department

BOSTON

MASS.

...Demand...

BARBOUR'S

Trade Mark

...Linen Threads...

Manufactured by

**BARBOUR FLAX
SPINNING CO.**

Paterson, N. J.

SELLING AGENTS

THE LINEN THREAD CO.

96 Franklin St., N. Y. Chicago—Philadelphia—Boston—Cincinnati—St. Louis
San Francisco — Rochester, N. Y. — Baltimore

We
Manufacture **Rubber Shoe Cements**
OF EVERY DESCRIPTION

If you are interested in a

**SPECIAL CEMENT
FOR LAYING
RUBBER SOLES**

We will be pleased to submit samples.
We believe we can please you.

HENRY C. HATCH, Brockton, Mass.

T H R E A D S

COTTON AND LINEN

"QUALITY LINGERS AFTER PRICE IS FORGOTTEN"

**BRANDS OF
COTTONS**

Lincoln
Beacon
Allston
Locksilk
Kan-ka
Ibex

**BRANDS OF
LINEN**

Premier
World
West End
Puritan
Boot
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H. E. LOCKE & CO.

Boston St. Louis Cincinnati Milwaukee Cleveland

**One of Two Methods by which any
Lacing Problem Can be Solved**

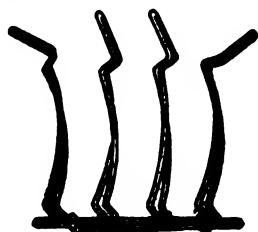
FOR LACING SHOE UPPERS WITH THREAD

ANY GRADE ANY SIZE ANYWHERE

Rapidity and perfect accuracy combined is the unhesitating testimony of every user to date. We have a little descriptive booklet ready to mail to you upon request.

THE ELLIS LACER

**The Other
Method**



THE STANDARD WIRE LACING DEVICE

Write us About Either or Both

UNITED SHOE MACHINERY CO.

FITTING ROOM DEPARTMENT

205 LINCOLN ST.

BOSTON, MASS.



There is no substitute for

Mullen's Patent Leather Repairer

The ONLY reliable repairer for patent leather,
Always Dependable.

Why waste time and money and spoil
your shoes by trying other methods.

MULLEN BROTHERS
BROCKTON, MASS.

Western Agents:.....Bielock Mfg. Co., 913 Locust Street, St. Louis, Mo.
Canadian Agents:.....Keiffer Brothers, 96 Prince Street, Montreal
German Agents:.....Wachholtz & Hertz, Hamburg
English Agents:.....Gimson & Company, Leicester, England

THE Duplex Eyeletting Machine

IS THE BEST AND MOST POPULAR
MACHINE ON THE MARKET TODAY

1 2 3 7

MACHINES IN USE AT PRESENT TIME

The DUPLEX EYELETTERING MACHINE eyelets both sides of the upper at the same time. Perfect spacing and setting are assured by its use. Time and trouble saved.

In order to get to the front and keep there, it is best to use the Duplex Eyeletting Machines.

United Shoe Machinery Company

EYELETTERING DEPARTMENT

205 LINCOLN STREET

BOSTON.

If You Use B & R Rubber Soles the Coming Season, You Will Have No Complaints as to Quality.

Because of our large equipment and capacity, we know we can please you in the matter of delivery.

Our qualities for the coming season will surprise you. They are superior to any corresponding grades on the market.

We will send you sample FREE of charge.

If it is a question of price---WRITE US. We can give you good values at any price.

Rubber Heels

We have every size, thickness, shape, color and quality for Men's and Women's shoes, either with or without rubber soles.

On orders of sufficient quantities, if you desire; we will incorporate your trade-mark.

The B & R Rubber Co.
NORTH BROOKFIELD, - - - MASS.

USMC**"PERFECT" LEATHER SHOE STRAP**

The "Perfect" Leather Shoe Strap is the best and most up-to-date shoe strap ever offered the shoe trade.

It will not catch the trousers as it does not extend beyond the top of the shoe.

When attaching, the flat end is sewed between the upper and the top facing with the wedge-shaped portion on the outside of the shoe; then, by the aid of a special attachment fitted to a Cylinder Arm Bar Tacking Machine, it is easily and quickly tacked in place.

USMC**"PULL-ON" LEATHER SHOE STRAP**

(PATENTED)

The "Pull-On" Leather Shoe Strap differs from the "Perfect" type in that only one operation is necessary to attach it, and when in use it extends slightly above the top of the shoe.

It is attached in the same manner as the regular Web Strap.

(See next page)

USMC

LEATHER SHOE STRAPS

A New, Practical, Neat and Attractive Shoe Strap that replaces the old Web Strap which is a hindrance to good looks and comfort.

WHEN these straps are used, there is no long tongue hanging out from the top of the shoe or to be tucked into it. This is especially true of the "Perfect" type of shoe strap, which comes flush with the top of the shoe. The "Pull-On" type more closely resembles the regular Web Strap, except that it extends only about 1-4 inch above the top and is permanently fixed in one position. There is no loop to locate on either of these straps, and when placed between the fingers they act as a wedge and allow enough of a grip to readily pull on the shoe. Both of these straps are manufactured of flexible material.

All of our straps are finished articles ready to sew into the shoe without any preliminary operations.

These straps are generally furnished in three colors—Black, Light Tan and Dark Tan—and cost no more than a good quality Web Strap.

Special colors will be made to order if the customer will furnish the stock, on which a small allowance will be made for every pound used.

Packed 50 dozen pairs in a carton.

United Shoe Machinery Co.

Sales Department

BOSTON, : : MASS.

YOUNG &

Grain Counters

suit the most critical manufacturers. Always uniform in quality.

A trial will convince YOU it
PAYS to buy counters of us

YOUNG &

LYNN, MASSACHUSETTS.

Ross Embosser

Ross Heel Scourer

Ross Heel Breaster

Ross Heel Scouring

Wheel

Embosser.

Heel Breaster.

The
Ross Moyer Mfg. Co.

WRITE FOR
DESCRIPTION
AND PRICES

CINCINNATI, O.
634 Sycamore Street.

BOSTON, MASS.
205 Lincoln Street.

CHICAGO, ILL.
18-20 South Market St.
ST. LOUIS, MO., 1428 Olive St.

Scouring Wheel.

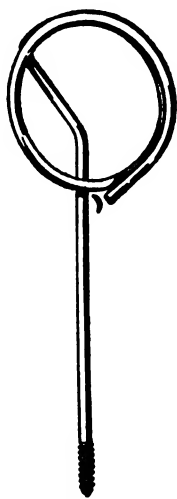
Office Boy - Your foreman waits **WITHOUT.**

Supt. - Without what?

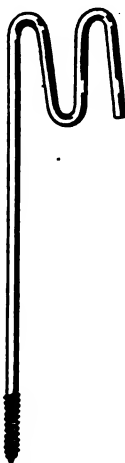
Office Boy - Without the proper style

TAG HOLDERS

Well He **SHOULD** Worry



"EXCELSIOR"



"NATIONAL"



"LINCOLN"

*Write Us Today for Samples
and Quotations.*

You would be surprised...*If...*

You knew how many factories use our Tag holders

You would be pleased.....*If...*

You were using them in **your** factory for they are
so simple and convenient.

The S. M. Supplies Co.

121 Beach Street

Boston, Mass.



American Shoemaking

"THE RED BOOK"

AN ILLUSTRATED WEEKLY MAGAZINE OF
INDUSTRIAL LIFE AND THINGS PRACTICAL

AERICAN SHOEMAKING is an illustrated weekly magazine of industrial life and things practical in the world of shoemaking, dealing with its mechanics, methods, systems, its technical features and historical facts—a record of the doings in the field of operating shoemaking—a forum of opinion and discussion for shoe manufacturers, superintendents, foremen, students, and those interested in the shoemaker's art and his field of operations.

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sums to any country in the Postal Union. When subscribers have occasion to change their post office address they are requested to give old as well as new address. Single copies, 5 cents. American Shoemaking has subscribers in all the leading shoe centers of the world.

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merits of our machines.*

MODEL C

for vamps—which are folded
and stayed and are complete
operation.

This saves six operations
on every pair; capacity, 100
pairs per hour.

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kinds of Men's and
Women's Work.

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Keith System

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**—for sticking any sort
of tap or middle-sole**

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Oak, Union, Hemlock, Chrome,
Paraffined or Viscolized.



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to do the work in a sa-
tisfactory manner when
properly used.

IRVING L. KEITH
Haverhill, Massachusetts, U. S. A.

A WEEKLY JOURNAL OF SHOE FACTORY INDUSTRIAL LIFE AND THINGS PRACTICAL

Published Every Saturday in the Essex Building, 683 Atlantic Ave., and 212 Essex
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VOLUME XLIX.

NOVEMBER 1, 1913

NUMBER 5

It is the purpose of **AMERICAN SHOEMAKING** to render to all of its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit order for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of **AMERICAN SHOEMAKING** because of its world-wide circulation.

TRANSPORTATION LOSSES.

Shipping at the average shoe factory is done in a haphazard sort of way. It is doubtful if any department of the factory receives so little intelligent attention as does the economical routing of shipments.

Classification of merchandise so as to get the lowest rate is important, so important that leading railroad companies employ an expert to re-classify shipments in the interest of the railroad company.

While shoes, we believe, admit of but one classification, the merchandise received in the making of shoes, such as leather, blacking, cement, findings, etc., may be so wrongly classified that the freight charge may be in some instances more than doubled. The receiving clerk, who, in many small factories is the shipper, should be instructed to study freight classifications so that he may know whether goods are being sent to the firm under the classification which costs the consignee least.

But there is a phase of shipping which is above the authority of the shipping clerk to determine,—a phase that requires the determination of the policy that must be fixed by the manufacturer himself, and that is, whether or not goods shall be shipped in small lots direct to the small cities and towns, or whether they shall be grouped together in one large shipment and sent to distributing centres, such as Chicago, St. Louis, Omaha, etc., and there be distributed to the consignees in the small towns contiguous to the central shipping point.

If the shipper himself does not have a sufficient quantity to warrant the employment of this method, it is an easy matter to co-operate with others and get together a sufficient volume of merchandise to warrant the minimum rate to a given point.

To obtain the lowest rate, the amount of shipment must equal a certain number of pounds. Some railroads place this amount as low

as six thousand pounds, others considerably higher.

Lynn manufacturers are, we understand, just beginning to adopt this method of forwarding.

Haverhill manufacturers, we are informed, are still shipping as individuals, many of them in small lots, paying express or freight charges to Boston, or compelling their customers to pay them, together with the small lot rate to destination.

The total of these shipments sent out by different manufacturers would usually represent at least a carload lot going, for instance, to Chicago, and frequently way billed by five or six different routes by the different shippers. If these shippers would get together and charter a car via any one of these routes, placing their shipments for Chicago and contiguous territory therein, these goods would be carried to Chicago at carload rates, and since the rates from all New England points West are the same, the charges from Haverhill to Boston would be saved. This would be equally true of Manchester, N. H.; Lowell, Mass., or other manufacturing centres.

On arrival at Chicago, the different lots would be sent to their various destinations. As a rule, such forwarding not only means economy, but also insures much more prompt deliveries and reduces to a minimum the possibility of loss in transit as the cars are sealed before leaving and are not opened until the re-distributing point is reached.

Every manufacturers' association, it seems to us, should employ a transportation agent who will study classification and rates. Such a man could, we believe, not only earn a handsome salary, but make a handsome profit for every member of the association.

A GENEROUS GIFT.

The recent gift of Geo. E. Keith of the Geo. E. Keith Co., on the fortieth anniversary of his shoe business, of a \$60,000 park and clubhouse to his employees is, of course, evidence of the increased attention which employers are

giving to the welfare of their employees, and, while Mr. Keith is certainly entitled to great praise for the generosity which he has shown, it cannot be doubted that the spirit which prompted the gift and the interest shown in the welfare of his employees will prove to be an asset in the business of the Geo. E. Keith Co.

So far as welfare work in the past has gone, it has always demonstrated that it leads to increased interest and increased efficiency of employees and there is every reason to believe that the kindlier feeling and probably better physical condition of the employees as a result of the park and clubhouse, will be repaid many fold to the company by the added interest in and ability to do the task in hand. Because of a better spirit and better physical condition there must inevitably be increased output and greater unity of action in all departments of the big plant.

American Shoemaking has had a great deal to say in the past regarding what has been termed welfare work and is pleased to record this latest addition to the list of successful business men who recognize not only the obligation, but the real business advantage of such work.

STIMULATING BUSINESS.

Haverhill merchants recently supplied free transportation within a radius of fifteen miles of their city, for the purpose of bringing buyers to their stores. According to reports, the enterprise was rewarded by a tremendous influx of suburban population, which, without doubt, repaid the merchants many times for their generosity.

This method of stimulating business is not new, but has not been utilized by Eastern cities as often as by those in the Western states.

—Discipline is more beneficial to a man than he is ever willing to acknowledge it is. When you make a mistake, take your medicine.

Figuring the Cost of a Shoe

Cost Sheet Form That Will Be
Found Convenient.

BY

J. E. Lawton

ARTICLE II

It is important that the method recommended for keeping tally on barrel goods be plainly stated, to leave no room for mistakes to come later.

Another point that should be carefully looked into when barrel goods are to be handled, is that a boy cannot be put at this work without running a great risk of loss.

John E. Lawton

The cost sheet with this series shows each department in detail, and in successive order. The materials and supplies that go into a shoe after the full list is completed for stock and supplies then follows the labor expense, covering the manufacturing of the shoe. Then follows what is known as manufacturing expense; this covers the whole ground as far as manufacturing goes; the office is included in this group.

A general review of the whole subject under the caption "General Summary," will carry the reader through the full detail of cost, etc.

It is important that the method recommended for keeping tally on barrel goods be plainly stated, to leave no room for mistakes to come later, if the suggestion is adopted by our readers.

No. 1 barrel calls for 48 gallons of cement; a slip or tag with the full amount on it is prepared for each package, or barrel, as the case may be. The number of entry in day-book heads the list for quick reference; then the

number of the barrel, and next the number, 5, written eight times, to equal forty gallons, followed by No. 1 three times, to bring up a total of 48 gallons.

Cement, as a rule, is put up in cans of 5 gallons each, or cans of 1 gallon, for factory use. The method of checking at the barrel can be varied, as conditions will show best for the shop in question. The only rule to adhere to strictly, is that an accurate account of each delivery from the barrel is made to the proper parties and the record of transaction entered, as every can of cement means \$5 to the firm in factory expense.

Another point that should be carefully looked into when barrel goods are to be handled, is that a boy cannot be put at this work without running a great risk of loss, through carelessness and indifference on the boy's part.

A safe plan is to have all cans filled by a man, who will see that when filled the can is removed from under the bung and the valve shut off at tap and waste prevented from overflow. A supply of filled cans kept ready for use will prove advantageous.

COST SHEET

DESCRIPTION OF SHOE

No. 1

CUTTING ROOM

Vamp	.....
Top	.....
Tip	.....
Foxing	.....
Button Fly	.....
Stays	.....
Tongue	.....
Gore	.....
Lining	.....
Trimings	.....
Crimping	.....
Room Tax	.....
Total	.....

No. 2

SOLE LEA. ROOM

Outer	.....
Inner	.....
Doubler	.....
Box Toe	.....
Counter	.....
Weltling	.....
Heel	.....
Top Lift	.....
Shanks	.....
Room Tax	.....

LABOR

Stitching Room

Pink and Perf	.....
Skiving	.....
Pressing	.....
Stitch Toe Plug	.....
Stitching Tips	.....
Stitching Heel Foxing	.....
Closing Seams	.....
Rubbing Seams	.....
Staying Seams	.....
Mark Side Stay	.....
Stitch Side Stay	.....
Making Linings	.....
Sew on Label	.....
Closing On	.....
Cording (Rooth)	.....
Top Stitching	.....
Eyeletting	.....
Vamping	.....
Extra Row Vamping	.....
Harring	.....
Stitch O. B. Stay	.....
Stitch Fancy Stay	.....
Stitch Gore	.....
Work B. H.	.....
Finish B. H.	.....
Sew on Buttons	.....
Buttig or Tieling Up	.....
Blacking Edges	.....
Galloon Folding	.....
Butting Edge Tip	.....
Fancy Stitching	.....
Room Tax	.....

LABOR

Bottoming Room

Stock Fitting	.....
Lasting	.....
Sew Welt	.....
Trim Welt	.....
Beat up Welt	.....
Lay Sole	.....
Rough Round	.....
Turn up Channel	.....
Goodyear Stitch	.....
Levelling	.....
Stitch Separator	.....
Nail Heel Seat	.....
Heeling	.....
Slug Top	.....
Trim Heel	.....
Hand Shave Heel	.....
Heel Scour	.....
Heel Cut Down	.....
Breast Heel Scour	.....
Edge Trim	.....
Joint Shank	.....
Edge Satter	.....
Heel Finish	.....
Bottom Finish	.....
Findings	.....
Royalty	.....
Lasts	.....
Room Tax	.....

If any degree of success is to be attained in a shoe factory, it is absolutely necessary to establish a system for ascertaining and keeping records of the cost of production, whether the factory is large or a very small one.

A complete cost accounting system contributes more toward success than any other element, except the management. There are, and have been, cost accounting systems galore. Nearly as many have been tried as factories established and about as many failed, some because they were incomplete, some because they did not divide and separate the different departments and manufacturing expenses, and some because they were installed without any idea of the workings of the factory and little or no knowledge of practical shoemaking, and, therefore, knew nothing of the principles that enable them to tabulate and compile a complete record of a shoe from the raw material to the finished product.

In establishing a cost accounting system, one thing that should be borne in mind at all times, is that the cost accounting system must be separate and apart from

the bookkeeping. There should be regular help employed to take care of this department. The cost accounting system should be divided into general factory expense, labor expense, general office expense, material expense and depreciation. While the factory and equipment is not an expense, but an investment, its up-keep should be charged to general factory expense, and deterioration to depreciation, because those two factors go into the finished product and are a part of the cost of production.

In the American Shoemaking's issue of September 6th, on page 40, is a diagram showing the productive and non-productive factors of a shoe factory organization. The non-productive factors are not creative, although they are necessary. The productive factors vary in all factories and are, to a great extent, a question of management, and with careful study and close attention can be greatly reduced. The percentage of reduction in productive labor is not so large as in non-productive, except in isolated cases.

The division of costs is an absolute necessity where the fac-

tory has no jobbing house, and wholesales the shoes direct. It has often happened that shoes have been made at a profit, but the marketing was so expensive that firms have gone bankrupt.

The cost of production is affected in no small degree by the proper organization. It centers upon organization more than any other factor. Without a thorough understanding of this, a systematizer or superintendent is not qualified to install a cost accounting system. A thorough, complete and well organized factory enables the superintendent or management to place their finger tips on the exact place a factory is losing or gaining money.

In preparing a cost accounting system, the factory must be dissected. Every detail and sub-detail should be given its pro rata amount of attention so that its share of costs may properly be accounted for.

A physician has to study every part of the body before he can properly locate the cause of an illness and find its cure; so must a superintendent acquaint himself with every little part of the particular factory under consideration. The general principles of a cost accounting system are the same in all factories, but the details differ in almost every case, caused by the size of the factory, the quantity manufactured, kinds and grades of shoes, etc.

Where shall the factory cost accounting commence? is a question that has been a problem among shoe factory owners and superintendents for years.

In organizing a shoe factory into departments, we have prepared a foundation and taken the first steps in a cost accounting system; in fact, there is no other way in which a factory can be thoroughly organized.

A cost accounting system must cover every single item and part that is involved in any way as an expense used in the making of a shoe. The system must be as complete as the finished product. We have divided the cost accounting into five parts: the

general factory expense, labor expense, general office expense, material expense and depreciation. We again sub-divide them, and as the office is the first expense, we commence here and proceed as follows:

1. Office expense, all its branches.
2. Material expense and findings.
3. Labor expense, productive and non-productive.
4. Leased machinery.
5. General factory expense, overhead and maintenance.
6. Parts of a shoe, complete.
7. On the operation of each shoe.
8. Depreciation.
9. Taxes, insurance, etc.

We can best do this by dividing the factory into departments and figuring each department separately and then figure the general expense as a whole.

In preparing a cost accounting system, all the machinery and tools in the factory should be numbered and a record made and kept of them. As soon as a new machine is brought in the factory, it should be numbered, and if a machine is taken out, it should be so indicated on the record. This is done so the management can tell if the factory is paying up to a certain machine number, as well as it is necessary in stock-taking time. A separate book should be kept for the machines that are owned by the company, and another of the royalty leased machines. These two books should show the name of machines, the makers, serial number, size, from whom purchased or leased, time of purchase or lease, original cost, freight and installation cost, total cost, estimated life, present value in all or in part, as the case may be, a list of all supplies that are needed and their cost. This book is not only absolutely necessary in figuring the cost of production, but it is invaluable as a perpetual inventory. For the sake of convenience, it is well to classify the articles. The machines that are used in the manufacture of a shoe should be in one class, patterns and things of like nature in another. Boilers, engines, motors, carpenter shop machinery,

machine shop and repair machinery should be in a class by themselves. If the factory is very large, it may be well to have a special book for the patterns. In this book, the names and stock number of the patterns should be given and a description of the shoe that it is used on, the date made, cost to make, or the price if purchased, the present estimated value and the number of the pattern. If this book is complete, it will show a record of everything in the house, except the raw material, shoes and the stock in the supply department.

This book can also be made to show the life of the machines, tools, etc., and, if care is taken, as far as this book goes, it is a perfect perpetual inventory, and, at the end of a year, or when inventories are taken, it is only a matter of a few minutes to charge off the proper depreciation.

(To be Continued.)

HEEL BREASTING.

Importance of Proper Grinding of Breastng Knives.

The most important feature of the heel is its lines, and, of course, a heel poorly breasted will spoil the looks of the heel, no matter how well the other operations are performed.

It is essential that the breastng knife be well ground. The bevel should be of the right length and true across the blade, and not more beveled in one part than another.

When a knife is ground unevenly, it will cut under more where the bevel is longest, and go the opposite way where the bevel is shortest. Many times one will see heels where the pitch or rake is about right on one side, and will be cut too far under or not far enough on the other side. If the operator on the machine holds his shoe straight, this can only happen with knives unevenly ground. The greater the curve on the breastng knife used, the more important it is to get it ground correctly.

It is also important that the knife cut clean the first time,

and that the amount breasted off the heel be what is desired. It is a good plan to let the operator have several knives of each kind that he uses, and have him use them together, so that when he has to put in a freshly ground knife there will be little or no changes to make and the danger of cutting through the sole will be lessened.

The heel breaster must have a good idea of proportion in regards to the heel, and must be sure and quick. An operator who cannot do between 1500 and 1800 pairs per day of women's shoes on the last, is not a desirable employe. One operator on this machine who can do 2,000 pairs per day and do them properly, is much cheaper at the same price per case than two operators that can only do 1,000 pairs each.

NOVEL METHOD OF SELLING SOFT SOLE SHOES.

The Ideal Baby Shoe Co., Danvers, Mass., has made up special Christmas packages of soft sole shoes for a leading retailer of New York City. Each package consists of a pretty white carton, divided into compartments. In each compartment is a pair of shoes and a pair of stockings to match. The shoes are pink, blue and white in color, and are daintily decorated. There is a dozen pairs of shoes in each carton. It's the intention of the New York retailer to sell each carton intact, that is, with the dozen pairs of shoes and the stockings to match. The carton will be offered as a novelty for the Christmas trade.

No. 11880. Shoes.—A report from an American consular officer in Mexico states that a well-known commission man located at one of the principal distributing points in Mexico desires to get into communication with reliable shoe concerns in the United States for the purpose of making arrangements to secure an agency for a complete line of shoes for men and women. He desires to open up correspondence at once, so as to complete arrangements as soon as possible.

Goodyear Insoles

How Treated to Obtain Best Results.

Copyrighted Oct. 7, 1913 by
Henry Hill, Expert on Sole
Leather Cutting.

It has come to be a settled fact that the Flexible Insole for Goodyear Welts—if properly worked—is the best.

It must be borne in mind that this plan only applies where the insoles can be cut in reasonably large quantities, so that full selections can be made.

Henry Hill

In your issue of May 17th, page 270, I find under Questions and Answers the following:

“As to how Goodyear Insoles should be channeled to secure the best results, and why.”

Not having seen any answer in any of the succeeding numbers, I submit the following:

“It has come to be a settled fact that the Flexible Insole for Goodyear Welts—if properly worked—is the best, but it must be borne in mind that this plan only applies where the insoles can be cut in reasonably large quantities, so that full selections can be made.

Taking for a basis, 500 pieces H. H. Flexible close trimmed butts, (not sides) averaging probably 8 feet, we find we have 4,000 feet. Presuming the dies will cut in 1 foot area 2 pairs of insoles, we have a product of 8,000 pairs. This would be a good lot from which to sort in selections for quality and irons.

The first thing to be done is to sort the butts into three kinds: Firm (F), Medium Soft (M S) and Soft (S). This is most essential, as it saves time of the cutter and gives a certain uniformity to each selection cut.

In cutting see that there is a full run of sizes cut from each selection—entirely separate from each other—thus, if there are 150 butts in F selection, and your dies run from 6 to 11, cut as follows: 18-6, 30-7, 44-8, 32-9, 20-10, 6-11. This would give a fair proportion of small and medium sizes, as is best adapted to Goodyear work, and I venture to submit that it is always economy in the end to work into cases what you cut and use them up even if you have to cut a few large sizes down. After cutting each selection by itself, sort for irons, which should in the aggregate yield as follows:

No. 1 Goodyear Insoles, 6 iron, for heavy work, 1040 pairs, 13 per cent.

No. 2 Goodyear Insoles, 5 iron, for med. 1-2 DS work, 2340 pairs, 29 1-4 per cent.

No. 2X Goodyear Insoles, 4 iron, for light SS work, 2080 pairs, 26 per cent.

Gem Goodyear Insoles, 3 1-2 iron, for medium work, 1560 pairs, 19 1-2 per cent.

McKay Goodyear Insoles, 3-4 iron, for McKay work, 980 pairs, 12 1-4 per cent.

Totals8,000 pairs; 100 per cent.

The insoles now being cut are next put through evening and grading machine, making sure that the evening knife is in good order, so that it will flesh the insoles properly. This should be done for two reasons: First, it stamps the iron on the insole; second, it makes a record of the pairs (if properly kept) cut from each selection, and estimated cost of grading from tests made will not exceed 008-10 per cent per dozen and can be reduced to 006-10 per cent per dozen according to price paid.

Having passed the grading machine, the next thing is the sorting of each selection for irons, and should there be, as most likely, a few firm insoles in medium soft selections or vice versa, they should be put where they properly belong.

Care should then be taken that each iron and selection is put up in cases and marked for the channeler, so that he will know just what knives to use and what adjustments will be needed for "between substances," for instance.

The Firm selection will be marked 6F, 5F, 4F, 3 1-2 F.

The Medium Soft selection will be marked 6MS, 5MS, 4MS, 3 1-2 MS.

The Soft selection will be marked 6S, 5S, 4S, 3 1-2 S.

Men's 6 iron Firm selection will be 6F and others accordingly.

In channeling the "between substances" should vary as follows:

F should be 3-16 inch between substances.

MS should be 4-16 inch between substances.

S should be 5-16 inch between substances.

If the foregoing is properly carried out, and it can be, for it is in the interest of efficiency and economy, then it is up to the inseamer to regulate his tension according to the number of letters stamped on the insole."

I trust this will be of sufficient interest to start something, and the writer will be pleased to answer any questions that may be asked with reference to this plan

of working Goodyear insoles, which eliminates lots of cripples generally seen as a result of lack of care in starting the insole right.

A SYMPOSIUM OF LIGHTING.

A symposium on industrial lighting, that contains some valuable suggestions is printed in "Electrical-Merchandise" (Bartleboro), the expert opinions covering all phases of the subject. The efficiency of an industrial system and the efficiency of the help that work under it are recognized to be practically identical. Furthermore, the system of lighting that raises the efficiency of the mill hand also enables him to see his work better than under the old conditions, with less strain on his eyes, brain and nervous system; with a consequent better control of accidents and of faults in the fabric as it moves progressively from the raw material to the finished piece. The output is better, both in quantity and quality while, at the same time, the cost of production is kept low. - Finally, the employees are made better contented by a system of artificial light that means so much to their working efficiency, to their earning capacity, and their physical well being.

One hundred and sixty-four manufacturers were asked what benefit they had derived from improved lighting in their mills or factories. "Operatives are better satisfied," said 37 per cent; "lighting costs were reduced," said 28 per cent; "output increased," said 19 per cent. Sixty-four per cent stated that even disregarding figures, they were satisfied that the change was worth its cost. Less than five per cent said that they traced no direct benefit.

Many industrial experts claim that as high as 25 per cent of all industrial accidents are traceable to poor illumination. Accidents from this cause occur principally in small plants, the larger plants being provided with better lighting, as a general rule. Accidents are more numerous during the

winter months, when the period of artificial lighting is longer than in summer.

Eye-strain and the headache that follows are dead weights on vitality, and a brake on efficiency and output. Poor light is responsible for a great deal of wasted time; as no employe can work at his normal speed by a light that makes him uncertain as to what he is doing. The annual spoilage in American factories causes a loss of approximately \$200,000,000. Of this amount 75 per cent is said to have occurred under artificial light, and the experts seem to agree that 25 per cent of this could be avoided by good illumination.

Improvement in the quality of the output may be expected from good lighting. Summer-made cotton goods used to demand higher prices than winter goods, their quality being superior because of the better lighting conditions under which they were made. With adequate illumination the output should be maintained at the standard quality throughout the year. Moreover, under the conditions that ordinarily prevail, the amount of work turned out by the average textile mill, under artificial light is between 12 and 20 per cent less than is produced under daylight. Proper illumination overcomes this handicap.

The first form of waste common to practically all industrial lighting installations is in the lamps themselves. In too many shops and mills, lamps are bought with reference only to their life. The mill owner must realize that the illuminating efficiency of the light is essential in deciding lamp value.—Industrial Digest.

NEW ENGLISH DEVICES.

The illustration shows a new patent welt attachment manufactured by an English concern for use on McKay or Blake type of welt sewing machines. The construction of the device is such that the feeding of the welt and the boot or shoe is simultaneously effected by the new form of feed point socket, the points of which engage the welt and boot or shoe

at the same time. The roller guide insures the maintenance of the line of sewing in correct relationship to the shape of the insole.

The second illustration shows a new "Torpedo" channeling machine, which is also an English invention. The specially improved feature of the machine is a bevel feed wheel, which gives the operator a fuller control of the sole and makes it easier to

go around the toe than in the old-style channeling machines. The head can be instantly adjusted for wide or narrow channel, by means of an interlocking lever. The machine is also constructed for channeling and grooving singly or together, as may be desired.

Shoe Manufacturing in Belgium.

The market for American-made footwear is found principally among the well-to-do classes and also among the upper middle classes in the large towns.

The conservative American shapes with the medium weight soles are preferred to the exaggerated shapes.

By

Arthur B. Butman.

Commercial Agent of the Department of Commerce.

Imports of boots and shoes into Belgium aggregate about \$1,000,000 annually. More footwear is imported from Great Britain than from any other country. France ranks second and Germany third. It is probable, however, that as in the case of finished leathers certain quantities of American-made goods are brought through English or German agencies and credited to those countries in Belgian official statistics. The imports of boots and shoes into Belgium during 1911 amounted to \$974,878, the United States furnishing \$46,366 of this amount.

American statistics state the value of the exports of boots and shoes from the United States to Belgium during the fiscal years 1910, 1911, and 1912 as \$53,216, \$71,940, and \$87,134, respectively.

Class of Goods in Demand.

The market for American-made footwear is found principally among the well-to-do classes and also among the upper middle classes in the large towns. The working classes generally buy articles of German and domestic manufacture. The requirements of the Belgian trade, particularly in Brussels, are much the same as in Paris. Styles change rapidly and only up-to-date goods will meet the demands.

In straight leather goods for men and women more blacks than colors are used. The demand for fancies in all leather, leather and cloth, and all cloth is good. Children's lines run more largely to black in winter and colored in summer.

I find that a good market exists in Belgium for children's American-made boots and shoes, a circumstance which seldom obtains in Europe. One prominent retail house informs me that its sales of children's American-made footwear doubled during the past 12 months. It was further stated that the demand for men's and women's shoes is constantly increasing, and that American shoes have won their way in Belgium amid keen competition, owing primarily to their good fit and excellent workmanship.

The conservative American shapes with medium-weight soles are preferred to the exaggerated shapes for both men's and women's shoes. Cuban heels are in the majority though there is a tendency toward the English flat heel for men's; calls for Louis XV heels for women's wear are infrequent. Children's footwear with spring heels is desired on the usual American lines.

German, English, and French-made products and the higher class products of the domestic industries all enter into sharp competition with American footwear. German and English goods are made largely on the same lines as the American, but in heavier weights. French shoes are made on both American and French lasts, though French manufacturers are perhaps following more the so-called English shape than the full-swing American style last.

Comparative Prices.

The larger sales of men's and women's footwear are in medium sizes, in C and D widths. The

usual retail prices in Belgium of genuine American-made boots and shoes for both sexes are from 22.50 to 30 and 32 francs (\$4.34 to \$5.79 and \$6.18) per pair. Children's genuine American-made shoes are sold at 12 and 14 francs (\$2.32 and \$2.70).

The retail prices of English-made boots and shoes are from 16 to 30 francs (\$3.09 to \$5.79) per pair. There are English-made goods on the market selling as low as 14.50 francs (\$2.80). German-made lines sell at 14 to 30 francs (\$2.70 to \$5.79), while French-made articles retail at \$2.70 for ordinary to \$6.76 for special and finest lines.

No boots and shoes selling as low as 14 francs (\$2.70) may justly be classed as entering into competition with American-made productions. French, German, and Belgian articles of medium and higher class corresponding to like grades of American goods are sold in Belgium at practically the same prices as the American shoes.

The customs duty on foreign-made boots and shoes entering Belgium is 10 per cent ad valorem.

THE BOTTOMS OF SHOES.

Some shoes are today made on the theory that the bottom must be of permanent shape. This is wrong, especially when considering the inside bottom part. Speaking with a large manufacturer of welt shoes lately, the writer was informed that the filling had to be sufficiently plastic to readily adopt the lines of the individual foot, as otherwise the wearer would experience much pain after a short time. When first put on the feet the new shoes are perfectly level and do not hurt the feet, but after a day or two, a dull pain will be felt, not only underneath the feet, but in the calf of the leg—this is caused by the unyielding inside bottom of the shoe.

But how much will it yield? The least possible, say, an eighth of an inch, just enough to permit the foot to imprint its lines on

the insole. These individual lines are so important that wearing shoes that have been worn by another will bring about the same painful feeling as is experienced with brand new shoes. Then the heavy insole is not the proper kind to use? Unless unreasonably heavy, any insole will cave in enough, provided there is a space between it and the outsole and that this space is filled with a suitable material. The old-time shoemaker did not apply any filler, but we must remember that there was a little space between the two soles, as no welt shoe can be made without some space between the insole and outsole.

WHITE SHOES AND BUTTONS

The size of the buttons must correspond to some extent with the kind of shoes. A girl's shoe should not have the same size buttons as a woman's. There would seem to be false economy in this selection of buttons. The small sizes cost less than the large sizes. The prevalent custom is to apply the small size buttons to shoes that would look much better with larger buttons. Those cheaper kinds, made of papier mache, do not fill the bill, even on a child's shoe, as they will break away in short order, and do not enhance the general appearance of the shoes.

It is surprising to note the advantages of good quality buttons on all kinds of shoes. In the first place, the shank of a button should withstand a strain of at least forty pounds, if lasting is to be properly performed. On women's shoes especially, should the buttons be large. For appearance, if for no other purpose, the large button is preferable. There are shoe factories where cheap buttons are first applied and then taken off and new sets finally fastened on the shoes. This is a wrong practice, as buttons that are strong enough to stand the strain of lasting can be bought cheaper than the cost of the above system. The buttons with both ends of the shank riveted on top are the strongest.

TIPS AND TAPS.**Short Notes of Shoes and Shops.**

—Exports of shoes run along at a rate of more than \$1,000,000 a month. No shoes are coming in. It looks as if the foreign invasion were a bogey.

—Shiny leather is coming back into fashion. Peabody tanners have doubled their production of it.

—A South Shore firm made 80,000 pairs of rubber soled shoes for men last summer, and expects to make more than 100,000 pairs next year.

—A popular type country shoe factory is two stories high, above a finished basement. The top floor is used for cutting and stitching, and the basement for stock fitting and bottoming. The finishing and packing is done on the main floor. Offices also are on the main floor.

—A Maine concern is making fibre counters at the rate of 100,000 pairs a day.

—Shoe workers were paid 25 cents for their labor in making a dollar's worth of footwear in 1900, and 19 cents in 1910. The saving was made through the use of improved machinery and manufacturing systems.

—S.M. Bixby Co., New York, manufacturers of shoe dressings for the retail trade, have let a contract for the printing of 750,000 leaflets, to be printed in French, German and Spanish languages. The leaflets will be used for promoting the sales of American shoe polishes abroad.

—A Yankee shoe manufacturer found that his leather costs had advanced ten cents a pair. He cut the increase down to five cents a pair, and improved his finishing process at an expense of two cents a pair. He made a lot of money last year.

—In a certain small and highly organized shoe shop, every man has a chart. The chart is blocked off something like a baseball score. Lines are run through the squares on it to show the daily product and the daily wage of each worker. An employe may look over the card at any time to note the rate of increase of his output and wages.

—Haverhill, Mass., claims to have made 22,000,000 pairs of shoes in 1912, worth more than \$40,000,000. The turn shoe business has been, and still is, remarkably good.

—Alanson Brown of the Hamilton-Brown Shoe Co., St. Louis, has sent to the Business Men's League of that city a letter calling attention to the removal of shoe manufacturing enterprises from St. Louis to country towns. He cites that one St. Louis firm, operating 23 factories, has 20 shops in country towns and only three in St. Louis.

—Dollar leather is reported. A firm that uses an extra quality of leather for foot arch supports figures that its leather now costs, net, \$1 a pound.

—Fighting shoes, used by pugilists, have soles of chrome leather that is tough and strong.

—A car-load of shoes weigh about seven tons.

—Now the reading season of the year is here and young men who are ambitious to get ahead are reading technical books. For a list of books relating to the shoe and leather trade, send to American Shoemaking.

—Eagleton Bros. have moved into their new building on Boston street, Lynn, Mass., and have commenced operations.

SHANKS of all kinds

CHURCHILL & ALLEN, Lynn, Mass.

“A Manual of Shoemaking”

By W. H. Dooley

A book of industrial information pertaining to shoe manufacturing and tanning.

Explains in simple language the various processes of shoemaking, giving technical names for the various parts of the shoe and the processes of production. An invaluable book to beginners in shoemaking.

**Price \$1.50
and Postage**

American Shoemaking
683 Atlantic Avenue . . . Boston

CELEBRATED TWENTY-FIFTH ANNIVERSARY.

W. & E. W. LaCroix, manufacturers of cut stock, Harrison court, Lynn, Mass., celebrated their 25th anniversary in business, Oct. 18. E. W. LaCroix, manager of the business, called to his office 24 employees who had been with the firm five years or more. He told them that the firm wanted to share the pleasures of the occasion with those employees who had served it long and well. Then he gave to each man \$1 for each year of his service. Several received from \$5 to \$10 each. Three received \$24 each, they having been with the firm 24 years. The total sum distributed was \$360. The recipients of the gifts expressed sincere gratitude. The employees of E. & E. W. LaCroix count it a good favor for which to work. Conditions in the factory are good, and the wages average \$14 a week.

BOOT AND SHOE CLUB DINNERS.

Following is the schedule for Boot and Shoe Club dinners so far as provision has yet been made for:

Wednesday, November 19 (speaker and subject to be announced).

Wednesday, December 17, Retail Shoe Trade Night.

Wednesday, January 21, Shoe and Leather Trade Salesmen's Night.

Wednesday, February 18, Annual Ladies' Night.

The membership of the club is within ten of the limit of 200. The attendance of October 15, when there were 170 present, is an indication of the interest taken in these gatherings.

THE FINDER.

Under the name of "The Finder," Farnsworth, Hoyt & Co. are issuing a clever little house organ. The booklet, which will be issued monthly, is nicely printed and contains concise information regarding many of the Farnsworth-Hoyt specialties.

Waterproof lining is made especially prominent by the cover design, which consists of a duplication of the waterproof trademark printed over almost its entire surface.

A brief history of the firm is given and many interesting paragraphs pertaining to business make interesting reading.

LYNN'S CHAMBER OF COMMERCE.

The organization of the Lynn Chamber of Commerce has been completed. It has about 1000 members and \$50,000 capital. Charles O. Blood, a Lynn merchant, is president. The executive committee is made up of Charles O. Cotter, treasurer of the Cotter Shoe Co., James J. Donahue, of the Donahue Leather Co., and Charles S. Woodbridge, a real estate dealer. The chamber will endeavor to systematically develop the manufacturing industries of Lynn. It will establish an employment bureau, a traffic bureau, and other branches that may prove helpful to merchants and manufacturers.

REORGANIZATION.

The Farrington Co. of Mattapan, Mass., who have been engaged in chemical manufacturing for the shoe factory and blacking trade, have been reorganized under the name of the Craftsman Chemical Co., a Massachusetts corporation. New machinery and mill facilities are being installed at the factories in Mattapan, which will greatly enlarge the capacity. This company makes Box Toe Lac, a very popular toe gum which is used like any shellac or box toe gum.

FACTORY SCALES.

A set of Howe scales, big enough to weigh wagon load lots, have been set up at the factories of P. Creedon & Co., Boston St., Salem, Mass., for the accommodation of tenants in the factory. The scales are used chiefly for weighing incoming and outgoing lots of leather.

LAYING RUBBER SOLES.

Considerable difficulty is experienced by manufacturers of rubber soled footwear in laying the rubber sole, as it has been found that ordinary cement does not work satisfactorily on the vulcanized surface of the rubber sole.

A Brockton (Mass.) cement manufacturer, Henry C. Hatch, has brought out a cement which it is claimed works satisfactorily in laying rubber soles, and it is already in use by a number of firms making this class of goods.

Fancy Shoe Buttons

OF ALL KINDS

MANUFACTURERS and IMPORTERS

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will be given you—In your own
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This FREE test will settle
for all time the matter of
price difference between the
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for the WELL-KNOWN

HF BRAND OF LINEN THREAD

Fortuna Machine Co.

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New Patents in the Trade.

**What They Are About and the Claims Made for Them.
Tabulated List of Patents Issued on Shoe Trade
Devices.**

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information regarding which may be had through application to the office of American Shoemaking.

Shoe Stiffener Blank—No. 1,076,541, to William B. Arnold.

Welt Guide Mechanism for Welt Shoe Sewing Machines—No. 1,076,201, to Andrew Eppler.

Buffing Machine—No. 1,076,468, to Frederick A. Thurston.

Method of Trimming Insoles—No. 1,076,432, to Eugene L. Keyes.

Method of Assembling Parts of Boots and Shoes—No. 1,076,620, to Orrel Ashton.

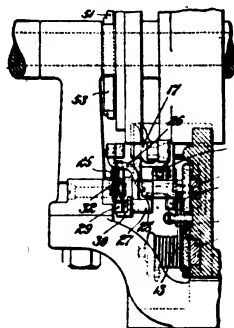
Leveling Machine Jack—No. 1,076,618, to Erastus Woodward.

Trimming Machine—No. 1,076,431, to Eugene L. Keyes.

Machine for Inserting Fastenings—No. 1,076,279, to George Goddu.

adapted to engage the welt close to the point at which the needle passes through the welt in making the first stitch, these devices being thrown out of engagement with the welt after a number of stitches have been taken. These devices, however, add to the complexity of the machine, take up an objectionable amount of room and require more or less attention on the part of the operator.

The principal object of the present invention is to provide means



WELT GUIDE MECHANISM FOR WELT SHOE SEWING MA- CHINE.

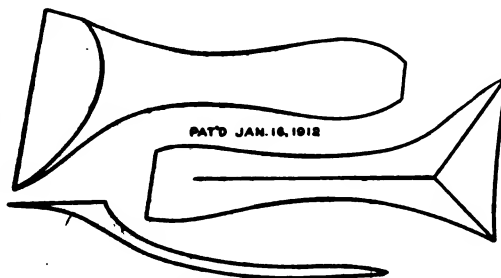
No. 1,076,201.

Letters patent have been granted Andrew Eppler on an invention which relates to mechanism for welt shoe sewing machines.

The operator of a welt shoe sewing machine at the beginning of the welting operation holds the end of the welt against the shoe so that the welt will be fed with the shoe during the formation of the first few stitches. As a result of this practice, a considerable length of welting is wasted since the seam must be started at some distance from the end of the welt. To enable the seam to be started close to the end of the welt devices have been embodied in welt sewing machines

whereby the seam can be started close to the end of the welt without the use of a welt holding device in addition to the welt guide.

With this object in view, a feature of the present invention contemplates the provision in a welt sewing machine of a welt guide which is moved toward and from the shoe during the sewing operation, with means whereby the welt guide is held in advanced position at the beginning of the sewing operation and during at least one cycle of operations of the machine. The principal reason for the displacement of the welt with relation to the shoe at the



Produces perfect "Egg Shape" and "Cottage Bottoms" now in vogue in high grade lines
SAMPLES SENT ON APPLICATION.

MOORE & CO.,

Manufacturers of Shanks
of all kinds.

Malden, Mass.

THE BACKBONE

of a SHOE is the SHANK. If you want to make shoes with good backbones—the kind that stand up—use OUR NEW

CUSTOM SHANK

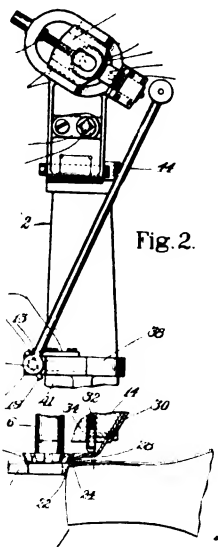
Made of Selected Leatherboard—Half the price of solid leather, and better—Lines always the same

beginning of the sewing operation, unless the end of the welt is held by the operator, is the retracting movement of the welt guide which takes place just before and during the feeding movement of the shoe. By holding the guide in its advanced position, during at least one cycle of operations of the machine at the beginning of the sewing operation, the welt is not displaced with relation to the shoe during the feeding movement and the end of the welt can be secured to the shoe in proper position without the use of a separate welt holding device and without any manipulation of the welt by the operator.

METHOD OF TRIMMING INSOLES.

No. 1,076,432.

Letters patent have been granted Eugene L. Keyes on an invention, of which the object is to provide a method of trimming an insole attached to a last, whereby to conform the insole to the edge con-



tour of the tread face of the last, and preferably also to the dimensions, that is, the length and breadth, of the tread face of the last so that the edges of the insole may lie flush with the edges of the tread face, and to assure uniformity and accuracy in the trimming operation.

TEST OF LEATHER.

One shoe man, who is particular about the kind of leather he puts into his shoes, has shoes made up of samples of leather. He puts them away for six months or more. He examines them from time to time, to see how they stand the test of time. He has observed that some finishes of leather deteriorate faster than do others.

When your pattern
maker refuses to
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on the

Preston Power Cutting Grading Machine

Do not argue with
him. Simply write
us for a list of firms
who do use this
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Don't Use Sizing Our Patent Sized Gold Leaf

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Agents for Great Britain
LIVINGSTON & DOUGHTY, Ltd.
LEICESTER, ENGLAND

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Lynn manufacturers continue to receive a very good volume of supplementary orders. Some shops will be kept running until after Thanksgiving on late orders for fall and winter boots. The cutting of spring and summer shoes will be delayed, in order to get out shoes for the immediate season. This is a better state of affairs than manufacturers expected.

—Baby doll boots are in large demand, especially in the West, and some Lynn firms are making all of them that they can put through their workrooms. One large firm is making more than 60 per cent of its product in the baby doll style. These baby doll boots, it is well known, are made over a broad toe, flat heel last, that is as straight as a modern last can be. It is said to be one of the simplest and best fitting lasts that has been sent to the retail trade. For a decade and more, doctors have been warning women that pointed toe, high heel shoes are injurious to the health, and have been advising the wearing of broad toe, low heel shoes, without any effect on shoe styles at all. Now, along comes Dame Fashion to say that broad toe, flat heel shoes are stylish, and millions of women want them.

—Henry F. Tapley, Lynn banker and shoe merchant, gave a dinner at his home in Lynn, Oct. 23, to about 100 friends and associates in trade. He gave it simply for the purpose of promoting social intercourse and friendship among friends and acquaintances. On the back of the invitation cards was a record of the house of Amos P. Tapley & Co., Boston. It is in the wholesale shoe business. It was started in 1812 by Ebenezer Vose, and it is carried on today under the direction of Henry F. Tapley, the host of the evening.

—Henry F. Holder, of Lynn, who is chief of the mechanical department of the Turner Tanning Machinery Co., Peabody, is on a Western trip. He will address the National Association of Tanners on some modern aspects of the leather working machinery industry and the leather trade.

—Ernest L. Woelfel, of the Woelfel Embossing & Decorating Co., Peabody, is home from a trip through Europe. He says that in the commercial smooth plating and embossing of leather, this country is ahead of Europe. But, in genuine natural grain fancy leather, and in hand embossed, or hand tooled

leather, Europe has some very important advantages over this country. Some of the best genuine seal and pigskin leathers in the world are made in England and in Scotland. Some of the best hand embossed, or hand tooled leather is to be seen in Germany. It is made chiefly in Offenbach, Germany, and in Vienna, Austria.

—Marston & Brooks, Salem, are making a large number of copper toed shoes for boys and youths. The demand for them from all parts of the country is very good.

—Frederick Allen, general manager of Allen, Foster, Willett Co., Lynn shoe manufacturers, is on a pleasure trip to Bermuda.

—E. T. Ricker & Co. are now very busy making satin, silk and velvet turn slippers at their factory in Box Place, Lynn.

—Strout & Stritter have added a line of women's shoes to their output, and now are getting out 1200 pairs a day of shoes for women, misses and children, at their factory on Willow street, Lynn.

—It's a common report in Lynn that one manufacturer has been making shoes for some time at a net profit of one cent a pair.

—The Danvers Leather Co., manufacturers of leatherboard, Danvers, Mass., have had to shut down their factory, because the town board of health has positively and permanently forbidden them to dump their sewerage into a town brook.

—James Flannery of Bridgewater has resigned his position as foreman of the dressing room at the Rice & Hutchins factory in Rockland.



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.
GEORGE W. INGALLS, Lynn, Mass.

Adams Cutting Dies

Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to A. M. BOWE
(Established 1867)

John J. Adams Worcester, Mass

MARLBORO MENTION.

—James Kane, assistant foreman of the bottoming department in the Curtis factory of Rice & Hutchins, has returned from a two-weeks' vacation spent in Maine, New Hampshire and Vermont.

—Eugene McCarthy, who has been with the S. H. Howe Shoe Co., succeeds Peter Haskill as foreman of the finishing department of the C. J. O'Keefe Shoe Co.

—Clarence Cushman of the United Shoe Machinery Co. returned to work Monday, after a two weeks' vacation.

—The various factories of Rice & Hutchins are now busy, the Curtis factory turning out about 5500 pairs per day, the Middlesex factory about 4,000 pairs, and the Main street factory 3,000 pairs.

—The C. J. O'Keefe Shoe Co. are making about 200 dozen per day.

NATIONAL SHOE FINISHING CO.

The National Shoe Finishing Co. of Lynn, Mass., have been engaged in the blacking industry, supplying the shoe factories for twenty-seven years and have always had a reputation as turning out good products.

Among the new products which are being exploited by this company is a patent leather repairer which is said to dry very quickly and give a bright, firm lustre, frequently only the filler alone being required. The members of this firm are C. L. Whittemore, manager and treasurer, and C. L. Parker, general agent.

Messrs. Grosscup and Vallier have sold out their interests and are devoting their entire energies to their pigskin tannery.

URNS NEED THICKER BOTTOMS.

Two manufacturers of women's shoes report that they haven't had as good results from popular priced lines of turn shoes for street wear as they expected. Retailers said their customers complained that pebbles hurt their feet when they wore turn shoes on the street. They are of the opinion that turn shoes will not take the place of welt shoes until a turn shoe can be made with two-soles like the welt shoe.

MR. BROWN IMPROVING.

The condition of George W. Brown, vice-president of the United Shoe Machinery Co., is improving, and he will soon be able to discard the crutches he has been obliged to use since falling on the ship when returning from Japan.

—It is reported that J. S. Beeten, for the past ten years general manager of the Glen Shoe Mfg. Co., Harrisburg, Pa., has been elected manager of the Eureka Shoe Co.

KEEP THOSE EDGES CLEAN

The Novelty Protector

**Absolutely prevents
soiling of stitches,
edge and bottom.**

**Tip repairers like
them because they
make the work easy.**

Novelty Selling Co.

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Brockton and South Shore.

Trade Notes, Personals, Etc.

—W. P. Frances, superintendent of the Emerson Shoe Co. factory at Rockland, has just returned from a trip through the Western states in the interest of the firm.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held Friday evening, one was initiated.

—William Wills has taken a position as foreman of the finishing room at the factory of J. M. O'Donnell & Co. in Brockton.

—Frank M. Packard of North Stoughton passed away at his home last Sunday. He was formerly a member of the firm of Haynes & Packard, wholesale shoe dealers in Boston, and was a brother of L. Morton Packard of the firm of Packard & Marston, retail shoe dealers in Brockton. He leaves a widow and one daughter. He was a past master of the lodge of Masons in Stoughton, and Bay State Commandery of Knights Templar Masons of Brockton.

—Two new corporations have been formed in the shoe industry in the South Shore shoe district: the Protzman Shoe Co. of Weymouth, capital \$50,000. The board of directors are J. B. Holt, president; William J. Sperl, treasurer, and Grosvenor Calkins. The Pilgrim Leather Manufacturing Company, Inc., Brockton, is the other corporation, with a capital of \$5,000. The directors are Joseph Green, Frank Leibovitz and Benjamin Leibovitz.

—Daniel A. Howard, president of the Emerson Shoe Co. of Rockland, and also president of the Brockton Young Men's Christian Association, took a prominent part in the laying of the corner stone of the new \$200,000 building to be erected on the Main street, and in the center of the city. It is expected that the building will be completed about Oct. 1st, 1914.

—Frank L. Erskine, general manager of the advertising department of the W. L. Douglas Shoe Co. of Brockton, presided at a meeting of the Old Colony Advertising Men's

Club, held in Boston last Wednesday afternoon.

—Andrew T. Clancy, at one time foreman of the lasting room at the No. 3 factory of the W. L. Douglas Shoe Co., has taken a position as foreman of the lasting room at the factory of the Diamond Shoe Co. in Brockton.

—The new run at the Howard & Foster Co. factory in Brockton starts out with a product of two hundred dozen pairs of shoes, the largest output in the history of the business. Their large new plant will be taxed as it never was before.

—Arthur Stevens succeeds O. E. Cote as foreman of the stitching room at the Sears-Roebuck factory in Holbrook.

—Edward Brown, formerly with the M. A. Packard Co., and at one time with the W. L. Douglas Shoe Co., has accepted a position as foreman of the dressing room at the factory of Leonard & Barrows in Middleboro.

—George Tribble has taken a position as foreman of the dressing room at the Rockland factory of Rico & Hutchins.

—During the heavy squall which visited New England a fortnight ago, the big sea wall adjoining the property of Zenas W. Lewis, proprietor of the Superior Polish Co., at N. Falmouth, was completely destroyed. Luckily Mr. Lewis' boat had been hauled up two days before. Boats which weathered the gale were quite badly damaged.

—Mr. Harry Brownstein leaves November 1 for South America, where he will represent a few non-competitive lines in this territory. He is to carry a complete equipment of the famous International "Wood-right" lasts.

Mr. Brownstein is a fluent speaker in five languages and has been thrown in contact with the people of different nationalities on a business basis. Messrs. Woodard and Wright have received so many inquiries from the South American Republics that they have deemed it advisable to have a special representative right on the spot.

WINSLOW BROS. & SMITH CO.

SHEEPSKINS AND CABRETTAS

TANNERIES: NORWOOD and PEABODY, MASS.

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66 Lincoln Street 12-14 Spruce Street 159 West Lake Street 14th and Locust Streets

LOUIS HEEL-BREAST **SCOURING WHEEL**

The Louis Heel is again becoming popular and will probably be seen in larger numbers the coming season.

Its curved breast necessitates a special scouring wheel to get the best results.

Our Louis Heel-Breast Scouring Wheel is particularly designed for this work and is used upon Heel Scouring Machines having large hoods.

All parts of the breast are easily scoured and the wheel is dished enough for extreme short shanks. The felt is finished to take Moulded Cloth—"E" Mould—1 3-8 inches wide.

Every factory making these heels should be equipped with a pair of them—one for roughing—the other for finishing.

When ordering new equipment be sure to specify "complete with hub and nut."

United Shoe Machinery Co.

SALES DEPARTMENT

Boston, Massachusetts

PERSONAL ITEMS.

Mr. G. H. Newbegin, manager of the Markem Machine Co. of Canada, was in Boston this week. While there he arranged for the Canadian

Harry Woodbury has accepted a position in charge of the treeing and packing room for the E. E. Taylor Co. at Nashua, N. H.

—John Clifford has taken a position as foreman of the bottoming department of the Arrah Wanna Moccasin Co. of Brockton, Mass.

—Mr. J. S. Kearney, superintendent of the Sunlight factory of the Hamilton-Brown Shoe Co., has been on the sick list during the past week.

Elmer E. Bailey has accepted a position at Rio Janeiro, Brazil, with a prominent shoe manufacturer in that city. He sailed for Rio Janeiro on Saturday, Oct. 4.

—C. E. Legg, president of the Pontiac Shoe Mfg. Co., Pontiac, Ill., has sailed on a European trip.

—Mr. John Farley, formerly employed at the Relindo Shoe Co., Toronto, Canada, has accepted a position as superintendent in one of the leading shoe factories of Bogota Town, U. S. Columbia, making a line of men's welts and women's welts and turns.

—Mr. C. Wilbur Rhodes and wife, who have been taking an extended motor trip through the White Mountains, have returned to Boston. Mr. Rhodes has resumed his duties with the Woodard & Wright Last Co. of Campello, feeling greatly benefited by his recent trip.

—Mr. John H. Clohecy, who has been with some of the best firms in the East as finisher, is now open for a position.

—Mr. H. Johnston has resigned his position as foreman of the finishing and making room with Wina Co., Perth, Ont.

Paul Krippendorf, of the Krippendorf Calculator Co., is on a trip in the West. While absent, he will call on the shoe manufacturers in Cincinnati, Chicago, St. Louis and other leading centers. He is expected back about November 20.

G. H. Newbegin.

agency for Louis G. Freeman Co., Cincinnati, and J. S. Delaney Co., Woburn, Mass., manufacturers of welting. Mr. Newbegin sells the entire Markem Machine Co. line in Canada.

—C. C. Morgan has resigned his position as stitching room foreman with Sears-Roebuck Co.

BO**X**

—FOR THE—
Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

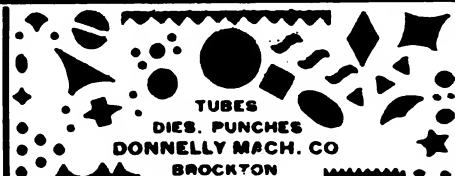
**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**



K. & S. DYE

Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

KENT & SMITH LYNN, MASS.



Jobbers in Manufacturers Cut Soles

Cut Soles

Sole Leather and Offal

43 N. MONTELLO ST. BROCKTON

GORDON & BERMAN

23 SOUTH STREET BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of
SHOE ORNAMENTS

PATENT SPECIALTIES } "CLINCH-ADJUSTO"-BOW
"O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut Shoe Supplies of
Every Description

National Shoe Findings Co.
LYNN, MASS.

J. E. KNOX

J. V. KNOX

ACCEPT NO SUBSTITUTES

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, . . . LYNN, MASS.

Novelty Edge Protectors

Save money in the packing room.
Make tip repairing easy.
Keep fair-stitching and edges clean
NOVELTY SELLING CO.
67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies
Brockton, Mass.

Men's and Women's

TAPS

PURITAN COUNTER COMPANY
E. R. R. Ave., Brockton, Mass.

Heels and Heel MACHINERY

Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.
119 TRIBOU ST. BROCKTON, MASS

"Returned" or "In Stock" Footwear

Can be disposed of by advertising in

WHOLESALE BARGAINS

THE MAGAZINE

THE BARGAIN BUYERS USE

1107 Flatiron Bldg.,

New York City

Industrial Information.

Notes of New Factories, New Enterprises, New Firms,
and Changes in the Trade.

MANCHESTER, N. H.

The KIMBALL SHOE CO. have filed articles of incorporation with the Secretary of State at Concord. The capital stock is placed at \$50,000.

BROOKLYN, N. Y.

The damage done to the shoe factory of JOHN CRAMER & SONS, 199 Steuben street, by fire last week, is estimated at \$6,000. The cause of the fire is unknown.

NORWICH, N. Y.

At a special meeting of the Board of Trade it was formally announced that \$22,500 had been raised by the subscription committee toward the erection of the proposed new shoe factory. This practically assures the location of the plant here. The managers of the company are to be Messrs. Louis Schapiro and E. J. Rosenfield of New York.

NEWFIELD, N. H.

The ROCKINGHAM SHOE CO. are equipping their plant, which was formerly known as the Swampscott Machine building, to manufacture satin and velvet slippers, ladies' McKay and turned shoes. It is expected their output will be about 150 dozen pairs per day. E. S. Neal and James R. Sames are members of the new firm.

CINCINNATI, OHIO.

The SULTANA SHOE MFG. CO. has recently been reorganized and the capital stock increased. J. N. Schwander continues as president, F. W. Galbraith is vice-president and S. Galbraith, secretary and treasurer. This firm are manufacturers of boudoir and tourist slippers.

UNION, MO.

Preparations for the building of the new factory for the HAMILTON-BROWN SHOE CO. are going rapidly forward. Ground was broken last week and the erection of the building will be pushed as fast as possible.

CINCINNATI, OHIO.

Application has recently been made by the HOPKINS SHOE &

SANDAL CO for permission to change the name of the corporation to the GEO. H. HALDY SHOE & SANDAL CO. The firm are large manufacturers of infants' soft soles and moccasins, and are preparing to manufacture barefoot sandals.

LYNN, MASS.

A final adjustment of the affairs of the GILBERT F. QUINN CO. is being made by the receivers, Judge Edward F. O'Brien, Lynn, Mass., and Bernard Brenson of Boston. This firm were manufacturers of McKay shoes for boys and girls.

DALLAS, TEX.

A. MUNSTER SONS CO. have recently been incorporated to manufacture shoes. The capital stock is \$10,000. Incorporators are R. C. Munster, A. J. Munster and Herman Munster, all of Dallas.

ELLSWORTH, ME.

The Ellsworth shoe factory was reopened recently under the management of P. B. Russell. The reorganization of the company has not yet been completed.

UPTON, MASS.

It is reported that Charles H. Rogers of Raynham has been considering the proposition of opening up a shoe factory here.

SHEBOYGAN, WIS.

The capital stock of the TWIG SHOE CO. has recently been increased from \$25,000 to \$50,000. This company is planning a four-story brick addition to their plant.

EVERETT, MASS.

The EVERETT SHOE & LEATHER CO. have recently been incorporated with a capital stock of \$20,000. Those interested in the new company are James Donovan, Eleanor T. Donovan and James B. Donovan.

WANTED

Factory damaged, jobs, mismates
and sample shoes.

R. A. GHERE,

FRANKFORT, IND.

Eureka Pink Folding Cement

Is sold F. O. B. your city—on a money back basis, because we have absolute confidence in its quality. 25 years experience back of every gallon.

THE BEST FOR OILY STOCK—GET A SAMPLE
AT OUR EXPENSE.

EUREKA
CEMENT CO.
NEWARK, N. J.

South Shore Supplies
Co., 8 Commercial Wf.,
Brockton, Mass.
New England Agency

CINCINNATI, O.

ST. LOUIS, MO.

Lockett C Machine

**Crimping Vamps of every description
by the Latest Improved Method.**

In general use by the Leading
Shoe Manufacturers throughout
the world.

It means less trouble in the
lasting room.

Specially adapted for Crimping
High Toed Blucher Vamps
(Legge System).

Forms heated by Gas or Elec-
tricity.

LOCKETT CRIMPER

For further information address

Lockett Crimping Machine Co., Boston or Brockton
Massachusetts

St. Louis Notes.

(By Our Special Correspondent.)

—John C. Roberts, multi-millionaire vice-president of the Roberts, Johnson & Rand Shoe Co., and vice-president and director of the International Shoe Company, of which the Roberts, Johnson & Rand Shoe Co. is a part, was sued by Frederick B. Warren, editorial director of the new St. Louis Star. The suit was filed to restrain Mr. Roberts, who is the owner of the paper, from interfering with his policies. Warren alleges that none of the stock is in Mr. Roberts' name, but it is voted and managed by E. S. Lewis, who is president and director of the company. He further alleges that Mr. Lewis and Mr. Roberts interfere with his exercise of free control of the physical and editorial departments of the paper. They have broken a contract with him and jeopardized his interest in the publication. Warren claims to have a contract with its former owners, which he claims is still good for five years. The trouble started when Mr. Brown espoused the cause of woman suffrage and labor unionism and exposed corruption in private and public affairs. Mr. Roberts said: "I liked the way Mr. Warren wrote and wanted him as editor as long as he obeyed suggestions." It seems as though Mr. Roberts has quite pronounced views on woman suffrage and labor unions, and Mr. Warren has just as pronounced views in the opposite direction. Mr. Warren seeks to make the paper a sensational one by exposing public and private corruption. While Mr. Roberts does not disapprove of this policy, he thinks it should be done in a milder way. The outcome of the trial will be watched with interest, owing to the prominence of Mr. Roberts.

—Mr. Chas. E. Ross, superintendent of the Hamilton-Brown Shoe Co., has gone East on business. He will visit Cincinnati, Rochester, Philadelphia, Boston, Lynn and Brockton. The Hamilton-Brown Shoe Co. sends their superintendents twice a year to the principal shoe manufacturing centres of the country. In this way they keep thoroughly posted and up to date on all the new styles, and the best improved methods of manufacturing, etc.

—All the representatives of the wholesale leather houses and tanneries report unusually large sales for this season of the year; also

that the orders for future delivery are nearly 50 per cent greater than a year ago. This, perhaps is because the shoe manufacturers of the West were holding back their orders until they saw whether or not the effects of the tariff would injure the shoe manufacturing industry. The heavy sales in leather to the shoe manufacturers is the very best possible evidence that they are confident that the industry will not be affected by the reduction in tariff. One firm has received several large orders from Panama and the South American countries; another firm has an immense order from the Philippine Islands, while a third is making shoes for several European countries, of which Turkey is one. The St. Louis manufacturers think that the uneasiness which seems to prevail in the East regarding the tariff was more imaginary than real, and will die away in the course of the next thirty days. As proof of their contention, they refer to the large foreign orders, which they claim is proof that shoes can be made as cheap in the United States as any place in the world where quality and style is adhered to.

—W. L. McClendon has accepted a position with the Hamilton-Brown Shoe Co. He will be one of the assistants to the superintendent, Caleb Kimber, of the American Lady factory.

Mr. McClendon was formerly foreman of the packing room in the American Lady factory. He resigned his position there on August 1st and was succeeded by Ernest C. Allen at that time. Mr. Allen came from Pontiac, Ill., where he had charge of the finishing and packing departments in the Pontiac Shoe Co. for several years. Mr. McClendon was with the Hamilton-Brown Shoe Co. for nine years in their American Lady factory, and during that time he never lost a day or never was late for work a single time. Mr. F. E. Michener, foreman of the finishing room in the same factory, has been with the firm fifteen years and has never been late once and was absent only one-half day during that time. He had Mr. McClendon hold the records for attendance and punctuality in St. Louis.

—Byron Preston, formerly superintendent of La Prelle, Williams Shoe Co. until they failed here about 12 years ago, when he went to the Brown Shoe Co. and later to

the Hamilton-Brown Shoe Co., then engaged in the shoe manufacturing business for himself, but closed out his interest and went with the Dunn & McCarthy Shoe Co., at Auburn, N. Y., where he has been for several years past, resigned his position there last week and came here to accept a position as superintendent of the fitting room in the Sunlight factory of the Hamilton-Brown Shoe Co.

Mr. Preston formerly came from Haverhill, Mass., and has the reputation of being one of the most able fitting room superintendents in the country, and the Hamilton-Brown Shoe Co. is exceedingly fortunate in adding him to their list of executives. Supt. J. F. Kearney has been perfecting the organization of the Sunlight factory since June, and says he has an "Organization that could not be beaten by the Philadelphia Athletic baseball team." The cutting room is in charge of Thomas Stephens, the fitting room is in charge of Byron Preston, the lasting room in charge of Chas. Jennings, the fastening room in charge of W. Betts, finishing room, Joe Mandelville; packing room, Edward De Large, and the sole fitting room, B. Frahm.

The Sunlight factory is the largest factory West of New York. Its capacity is between 10,000 and 12,000 pairs per day, and with its complete organization, Mr. Kearney ex-

pects to be running full capacity in the course of two or three weeks.

—Ernest Lenard, superintendent of the sole leather departments of the Hamilton-Brown Shoe Co., has returned from a business trip in the East, where he visited the principal leather markets.

—M. Nacy, assistant superintendent of the Sunlight factory of the Hamilton-Brown Shoe Co., has resigned his position.

—Most of the St. Louis shoe houses have discontinued their Mexican salesmen, owing to the revolution having thrown all business into such a condition, credit is unsafe, and the "spot cash" with order business the Mexican will not risk, for the fact that the trains are liable to be held up and their contents appropriated to the fortunes of war. Most of the shoes were sold in Vera Cruz, Mexico City, Montrey, Guadalupe, Juarez, and in the cities of the Northern states, where the mines and plantations were mostly operated by Americans. In the other large cities, the shoes were worn mostly by foreigners. Only the better element can afford shoes. The salesmen report that some live and die and never own a pair.

—Mr. W. A. Brown has accepted a position with the Sears-Roebuck Co. at Littleton, N. H.

JEFFERSON CITY NOTES.

—W. P. Clark, foreman of the lasting room of the A. Priesmeyer Shoe Co., has resigned to accept a position as assistant superintendent of the factory of the Burrow, Jones & Dyer Shoe Co., at Louisiana, Mo.

—William Jordan, foreman of the lasting room of the Main street factory of the International Shoe Co., of St. Louis, has resigned to take Mr. Clarke's place with the A. Priesmeyer Shoe Co.

—Henry Guhleman, secretary and treasurer of the Parker Boot & Shoe Company, has returned home after a three days' business trip to Kansas City.

—Charles Pearce, the shoe trimmings man of the Economy Stay Co., is in the East, where he is calling on the trade. He will drop in on the superintendents and foremen in the St. Louis factories on his way home.

—John P. Evans, packing room foreman of the A. Priesmeyer Shoe Co., has resigned to accept a similar position with the Bolivar street factory of the International Shoe Company.

—Griffin Watkins, superintendent of the Washington (Mo.) factory of the International Shoe Company, has just returned from a month's vacation from the State of Washington, where he spent his time hunting in the mountains.

—Hartwell Tucker has resigned his position as machinist for the A. Priesmeyer Shoe Company and is now with the Bolivar street factory of the International Shoe Co.

—Fred H. Zeitz, Sr., of the sales force of the A. Priesmeyer Shoe Co., was in town the other day and reports that business is brisk in his territory, which comprises the southern part of Missouri and the northern part of Arkansas.

—Arthur Markham, formerly with the Parker Boot & Shoe Co., has accepted a position as foreman in the counter, pocket and back stay division of the Economy Stay Company.

BELLEVILLE NOTES.

—The former employes of the Belleville Shoe Co., Belleville, Ill., who went on a strike more than four months ago, and its present employes had a pitched battle recently, shortly after working hours. Several on both sides were arrested. For three months the factory was completely tied up. Several conferences were held with the strikers and no attempt was made to operate the factory until about a month ago, when the owners saw it was useless to continue negotiations with the United Shoe Workers, and started to fill the places of their former employes, and the factory has been running about half capacity the last week. The owners say the demands were unreasonable and more than they could afford to pay and meet competition. The superintendent said, with the employes who come back and the ones they are getting from St. Louis and breaking in, that their factory will, in the course of a few weeks, be running full capacity. The union men deny that any have returned to work, except a few men who operate machines, and that the help imported is green.

Belleville is 16 miles from St. Louis, on the East side of the Mississippi River, and is one of the strongest union cities in the West. It has a population of 16,000 people, 95 per cent either German or of German ancestry. The Belleville Shoe Co. is a prosperous firm and does a good business. In normal conditions they manufacture 1200 pairs per day. W. E. Weidman is president and Otto Adam is superintendent. The International Shoe Co. also has a factory making 1500 pairs of shoes per day.

No. 10626. Boots and shoes and leather.—A foreign business man informs one of the commercial agents of the Department of Commerce that he desires to be put in touch with American exporters of box calf and glazed kid, also exporters of boots and shoes. Bank references will be furnished, and correspondence may be in English.

SHAWMUT STAY & TAPE CUTTING MACHINE

Used for Bows and Labels

Cuts any Length from 1-16 to 12 in. and up to 2 in. wide and cuts 200 pieces per minute.

Makers of Special Shoe Machinery.

All inquiries gladly answered

Manufactured by

SHAWMUT MACHINERY COMPANY

12 LINCOLN ST.,

BOSTON, MASS.

SHOEMAKERS WERE SMUGGLED.

Ebenezer Breed, a foremost shoe merchant of early days of this country, went to Europe, soon after the Revolution, to learn how shoes were made there. He imported from England and France materials for making shoes. He contracted with two skilled English shoe workers to come to this country, and to introduce English methods of making fine shoes here. It was then against the laws of England for skilled mechanics to leave the country for America. So the shoemakers were smuggled out of England and into this country. One settled in Lynn and the other in Philadelphia.

—One shoe man, who is particular about the kind of leather he puts into his shoes, has shoes made up of samples of leather. He puts them away for six months or more. He examines them from time to time, to see how they stand the test of time. He has observed that some finishes of leather deteriorate faster than do others.

The total value of boots, shoes and findings imported into Salvador during 1912 from all countries was \$213,724, of which the United States supplied \$213,724.

—The perforating machine put out by the Peerless Machinery Co. of Boston, Mass., possesses several valuable features. This machine feeds the work with the die in the work and in perforating around curves the die turns with the work so that the spacing is absolutely uniform from start to finish on any given piece of work. The writer has seen vamps automatically fed through this perforating machine. The die will not work loose and the stroke is on paper insuring a clean cut and protection to the die. The setting arrangement is simple and easy to reach, and the machine is compact and of simple construction.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1/2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—Lasting room foreman on a fine grade of welts, turns and McKays in women's, misses' and children's. Also assistant finishing room foreman. Kindly give reference and experience. Address 3202, care of American Shoemaking.

WANTED—A first-class accountant, one competent to figure the cost of a shoe and do general office work. Must be able to talk both French and English and handle correspondence; must be strictly temperate and of good character. Apply stating where employed at present, and enclose references. Address O. B. Shoe Co., Ltd., Drummondville, P. Q., Canada.

WANTED for a newly started shoe factory making soft soled infants' shoes and sandals in a live Wisconsin town, a young man to take charge of office and selling end of business. Must be a hustler and able to invest. Address 4001-K, care of American Shoemaking.

WANTED—Pattern maker wanted at once, apply to A. F. Preston, 280 Dover St., Boston, Mass.

WANTED—Information regarding good shoe store or other business for sale. Send description. Northwestern Business Agency, Minneapolis.

POSITIONS WANTED.

POSITION WANTED by a young man as stitching room and cutting room foreman and pattern designer, excellent ability and a high grade man. Would like to have an interview with the firm who would like a man who can meet with best of results. Can furnish references as to honesty and ability. Address 804, care of American Shoemaking.

POSITION WANTED as foreman of finishing room or finishing or packing room or quality man; understands all methods of finishing. Am willing to give demonstration of ability and go on trial for four or six weeks. Can furnish best of references. Address 304, care of American Shoemaking.

POSITION WANTED—Stitching room foreman desires position. Twelve years' experience; good instructor. References if desired. Address 1302, care of American Shoemaking.

FITTING ROOM FOREWOMAN

Fitting room forewoman desires position. Has had unusual experience in fitting women's fine shoes. Thoroughly understands every operation and can instruct help, organize and manage a room in every detail. Experience in best New England factories, from whom references may be had. Address 1301, care of American Shoemaking.

POSITION WANTED as sole leather room foreman by competent man on women's high-grade welts, turns and McKays; best of references; western factory preferred. Address 401-P, care of American Shoemaking.

POSITION WANTED — A first-class cutting and stitching room foreman is open for a position, at present employed, but desires change. Can furnish best of references. Address 303, care of American Shoemaking.

POSITION WANTED as foreman of fitting room on men's and boys' medium or fine welts or McKays. Competent to instruct green help. Will go anywhere. Best of references. Address 1806, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man, with experience in all departments. Will go anywhere in the United States, Canada or Europe. Have had 25 years' experience as head and general manager of two shoe factories. Address 1102, care of American Shoemaking.

POSITION WANTED as foreman of making or lasting room on high-grade shoes. Would consider position as inspector or crouner. A-1 references, will go anywhere. Address 1905, care of American Shoemaking.

POSITION WANTED as superintendent or foreman of making rooms on welts, McKays or turns. Long experience in New England and Middle West. Would like to locate in Middle West. Best of references. Address 205, care of American Shoemaking.

FOREMAN of making and finishing room, at present employed, but desires a change. Has had 12 years' experience as foreman with some of the leading Eastern concerns. Good references if desired. Address 1001, care of American Shoemaking.

POSITION WANTED—A man 34 years old with 15 years' experience in sole leather cutting room, desires a position as foreman. Thoroughly competent to teach cutting in all parts from side or strip, men's or women's shoes. Can furnish good references. Will go anywhere. Address Box 32, Chelsea, Mass.

POSITION WANTED by superintendent experienced in costing, women's lines, especially fine welts, would accept position as superintendent, cost man, or in charge of production department. References from leading New England firms. Address 280, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED as superintendent, or charge of office, by young man with 17 years' experience in office and the practical departments of the factory. Has had extensive experience selling to jobbing trade. Address 1804, care of American Shoemaking.

POSITION WANTED as foreman of making or lasting room. Would prefer to locate in the West. Can furnish A-1 references. Address 1987, care of American Shoemaking.

MAN with expert knowledge and best experience in McKay making and lasting rooms desires position. Especially competent to instruct green help. Willing to go anywhere. Address 1904, care of American Shoemaking.

JOBS AND MISMADES WANTED.
RYAN SHOE CO., HANNIBAL, MO.

A VIENNESSE STUNT.

A broker of Vienna made a bet that he could have a pair of shoes made completely in 48 hours. He had an ox slaughtered at a public abattoir and had the hide made into leather in a nearby tannery. Then he had the leather made into shoes, and he wore the shoes to dinner at a cafe the night after the ox was slaughtered.

It's easy enough to make shoes in quick time. The other day a pair of shoes was made in 29 minutes in the temporary factory which a St. Louis department firm ran for advertising purposes. The remarkable thing about this Viennese stunt was the quick time in which the leather was made.

Factory Lunch Rooms are a Big Success.

Successful Manufacturers Realize Their Value.

Each lunch room that we have equipped has been attended by a decidedly increased factory efficiency. Write us for more complete details.

We call attention to the finest line of
SEAMLESS STEAM JACKET KETTLES in the World.

MORANDI-PROCTOR CO.

48-50 UNION STREET

BOSTON, MASS.

They are particularly adapted to the manufacture of Blackings, Glues, Pastes, etc., and are made in Half Jacket, Full Jacket and Horse Shoe Patterns.

YOUR



**GUARANTEE
FOR QUALITY**

United Shoe Machinery Co.

Boston,

-

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Mass.

"VICTOR" FLEXIBLE

(Trade Mark Reg. U. S. Pat. Off.)

"ANTISEPTIC" INNERSOLING

(Trade Mark Reg.)

Has actually convinced shoe manufacturers that it is as durable as the best of leather.

For all grades of McKay shoes, including the heaviest.

Send for sample of our

SPECIAL DOUBLING

which enables you to use up all your light leather insoles.

We make a specialty of single, double and three-ply Buckram and Canvases.

Write for Prices and Samples]

FRANK W. WHITCHER COMPANY

MANUFACTURERS

BOSTON and CHICAGO, - U. S. A.

Counter

AND

Box Toe

Skiver

Is for automatically skiving counters and box toes.

It does the work in one operation.

W. J. YOUNG MACHINERY COMPANY
LYNN, MASS., U. S. A.

Manufacturers of the Most Complete Line of Counter and Heel Making Machinery

Represented by!

NOILESCHÉ-WERKE CO., WEISSENFELS ON SAALE, GERMANY.

WRITE FOR ILLUSTRATED BOOKLET.

RED LETTER LIST

OF SHOE FACTORY SUPPLY HOUSES

**We Can Supply Anything from a Tack
To a Full Factory Equipment.**

UNITED SHOE MACHINERY CO.

BOSTON, MASSACHUSETTS.

Novelty Edge Protector

PROTECT FANCY STITCHES

on your forepart edges
by using it.

Essential to perfect results
in tip repairing.

NOVELTY SELLING CO.

683 Atlantic Avenue,
Boston, Mass.

NEW TECHNICAL BOOKS

We are distributors of the following technical books on the Shoe, Leather, and allied trades. Send us your order

- A Short History of American Shoemaking—Fred A. Gannon—\$1.00.
Arts of Tanning, Currying and Leather Dressing, The—C. Morat—\$10.00.
Boot and Shoe Patterns—C. B. Hatfield—\$2.50.
Boot and Shoe Coverings—L. C. Hendley—\$1.00.
Boot and Shoe Pattern Cutting and Clicking—P. N. Hasluck, \$0.75.
Boot and Shoe Design and Manufacture—El. J. C. Swaysland.
Boot and Shoe Making—J. B. Leno—\$1.00.
Butt Tanning—W. N. Evans—\$2.00.
Footwear Advertising—Wm. Borsodi—
How to Find Manufacturing Costs and Selling Costs—Unckless, \$0.60.
Home Mechanics—G. M. Hopkin—
Hides and Skins
Leather Work—C. G. Leland—\$2.00.
Leather Industries Laboratory Book—H. R. Procter—\$3.00.
Leather Worker's Manual—H. C. Standage—\$3.50.
Leather Manufacture—Steven—\$5.00.
Leather Manufacture—A. Watt—\$4.00.
Leather Dressing—M. C. Lamb, F. C. S.
Leather Trades Chemistry—S. R. Trotman, M. A.—
Manufacture of Lubricants, Shoe Polishes and Leather Dressings, The—
Brunner—\$3.00.
Manufacture of Leather, The—C. T.—\$12.50.
Modern American Tanning—Vol. I, \$5.00; Vol. II, \$5.00.
Manufacture of Leather—Bennett—\$4.50.
Manufacture of Boots and Shoes—F. Y. Golding—\$3.00.
Manual of Shoemaking—Dooley—\$1.50.
New and Complete Treatise on The Arts of Tanning, Currying and Leather
Dressing—H. Dussauce—\$25.00.
New Industrial Day, The—Wm. C. Redfield—\$1.50.
Practical Tanning—Flemming—\$6.00.
Practical Treatise on The Leather Industry—A. M. Villon—\$10.00.
Primer of Scientific Management—F. B. Gilbreth—\$1.00.
Standard Pattern Cutting—C. J. Ward—\$1.25
Sewing Machines—P. N. Hasluck.
Soldier's Foot and The Military Shoe—Edw. L. Munson—\$1.50.
Shoe and Leather Lexicon—\$0.40.
Scientific American Reference Book—Hopkins and Bond.
Text-book of Tanning—H. R. Procter—\$4.00.
Technology of Boot and Shoe Manufacture, The—Crepidam, \$1.50
Tanners' and Chemists' Handbook—Louis E. Levi and Earl V. Manuel—\$5.00.

AMERICAN SHOEMAKING PUB. CO.,

212 Essex St., Boston, Mass.

BRUSHES.



**The Brush with this distinctive mark is a
Brush of quality.**

We have a catalogue all ready for the mail. Send for it and
see **Safco** Brushes for all shoe factory purposes.

United Shoe Machinery Company

SALES DEPARTMENT

BOSTON

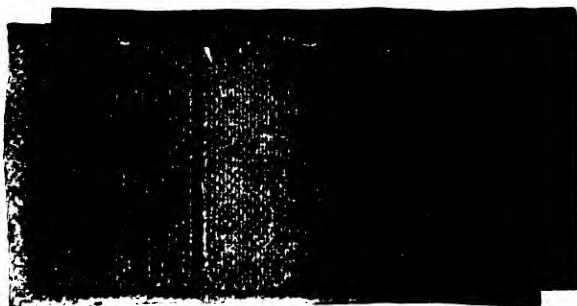
MASS.

OBSERVE THE BOW DESIGN WOVEN INTO RIBBON

Patent Applied For

The Columbia Ribbon Co., Paterson, N. J.

**No curling of the cross piece—no lodging
place for dust—always smart and perfectly
tailored.**



Write Today for Samples and Prices.

COLUMBIA RIBBON CO., Paterson, N. J.

**We supply these Bows from stock in Black, White, Tan and
High Colors.**

**Our advertisements in the Ladies' Home Journal, Delinctor and
Woman's Home Companion will introduce ten million
women-readers to this Bow.**

—GEMS—

DRY V PR

GET THE BEST THING NOW FROM US

Speedy, Sure, Satisfactory, Standardized

**We install our machines absolutely free.
We absolutely guarantee goods and results.
We give you the only progressive service.**

WRITE US FOR THE THREE NEW AND IMPORTANT IMPROVEMENTS.

PLYMOUTH RUBBER CO.
CANTON, MASS.

The Reece Button-Hole Finishing Machine

THE GREATEST LABOR SAVER IN A SHOE FACTORY

This machine collects the thrum ends and stay cord, and stitches them to the inside of button-hole pieces, without showing through on the right side, and without folding the work, thereby avoiding any marking or creasing.

Button holes that have been finished by the Reece Finishing Machine will keep their shape and outwear any other button-hole, as they are much stronger and more durable.

These machines are in extensive use throughout the world.

Samples of work and terms sent on application.

The Reece Button-Hole Machine Co.

Office and Factory

500 to 514 HARRISON AVE., BOSTON, MASS.

Branch offices in all shoe centers.



There is no substitute for

Mullen's Patent Leather Repairer

The ONLY reliable repairer for patent leather,
Always Dependable.

Why waste time and money and spoil
your shoes by trying other methods.

MULLEN BROTHERS
BROCKTON, MASS.

Western Agents:.....Blelock Mfg. Co., 913 Locust Street, St. Louis, Mo.
Canadian Agents:.....Keiffer Brothers, 96 Prince Street, Montreal
German Agents:.....Wachholtz & Hertz, Hamburg
English Agents:.....Gimson & Company, Leicester, England

THE Duplex Eyeletting Machine

IS THE BEST AND MOST POPULAR
MACHINE ON THE MARKET TODAY

1 2 3 7

MACHINES IN USE AT PRESENT TIME

The DUPLEX EYELETING MACHINE eyelets both sides of the upper at the same time. Perfect spacing and setting are assured by its use. Time and trouble saved.

In order to get to the front and keep there, it is best to use the Duplex Eyeletting Machines.

United Shoe Machinery Company

EYELETING DEPARTMENT

205 LINCOLN STREET

BOSTON.

TRIMMING KNIFE

This tool combines in one a Shank-ing-out Knife and a Welt Trimming Knife, and eliminates the time wasted in picking up and laying down separate tools when these operations are done by the same operator.

Furnished with either Long or Short Shank-ing-out Knife and Star or Deacon Welt Trimmer.

Packed in individual Boxes.

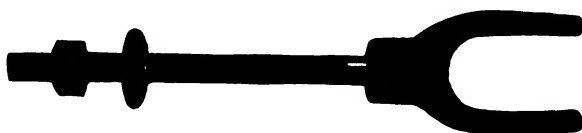
United Shoe Machinery Company

Sales Department

BOSTON, MASSACHUSETTS



Edge Trimming Machine Brace



This Brace is especially designed for bracing the Edge Trimming Machine, particularly when the floors are springy or where the vibration is excessive. Wherever these Braces have been used, operators of Edge Trimming Machines have been surprised at the steadiness secured and the improved quality of the work. Packed 12 in a box.

Prices and any further information can be promptly secured at any of our branch offices.

United Shoe Machinery Company

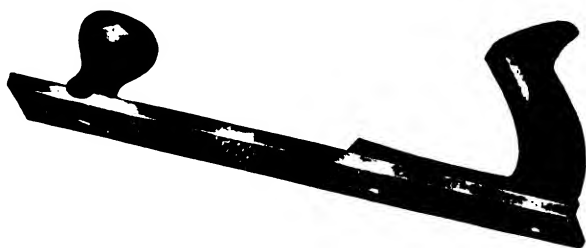
SALES DEPARTMENT

BOSTON

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MASS.

HELMET BLOCK PLANE



This Block Plane is the best and most easily handled device that has yet been perfected for keeping the working surface of Ideal Clicking Machine blocks in proper condition with the least expenditure of time and labor, and wherever they have been used most satisfactory results have been obtained.

The Helmet Block Plane is a handy, fast-cutting tool with no adjustments and easy to replace—not so large as to require a "strong arm" to operate, and yet not so small as to be considered a toy. Every operator of the Ideal Clicking Machine should have one.

PUT UP IN PACKAGES OF TWELVE.

Carried in Stock at all our branch offices, the Ross-Moyer Manufacturing Co., Cincinnati and Chicago, and the J. K. Krieg Co., New York City.

United Shoe Machinery Co.

SALES DEPARTMENT

BOSTON

- - - - -

MASS.

Satisfaction Guaranteed

**Use B & R Rubber Soles
and Safeguard Your Customers' Interest**



QUALITY

Our rubber soles are guaranteed to run uniform, and to give the very best of service.

PRICE

Why pay big prices for rubber soles when we can furnish you exceptional values and save you money.

DELIVERY

We are in a position to make prompt deliveries and have an equipment to meet every demand.

Write Us

for our latest catalogue. It contains some of the styles we are manufacturing, and the information contained therein, may be of value to you.

NEW STYLES

We are constantly adding new styles to our equipment, and request that you get our samples and prices before placing your order. We know they will interest you.

The B & R Rubber Company

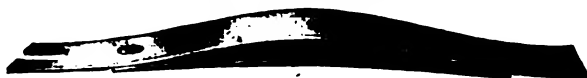
NORTH BROOKFIELD, : : MASS.

A NEW ARCH SUPPORTING SHANK
The Crawford Combination

**IT IS FUNDAMENTALLY RIGHT !
 IT IS MECHANICALLY PERFECT !**

It cannot slip or slide and wear through the outersole.

SEE! THE LOCK HOLDS IT !



You see the shank is extra trussed it cannot break down, no matter how great the weight.

It eliminates every trouble now caused by arch supporting shanks.

You now have a device Mr.
Manufacturer that enables you
to make an arch supporting
shoe which is absolutely fault-
less. : : : : :

Send us a pair of your innersoles channelled and let us attach the **Crawford Combination** to them.

THE H. F. CRAWFORD MFG. CO.
MONTELO STATION **BROCKTON, MASS.**

**PERFECTION
 COUNTER
 AND
 BOX TOE
 BUFFING
 MACHINE**

This machine is for buffing counters and box toes. The Perfection Buffer will buff the edges down thin with reducing the thickness of the centers. The work done on the Perfection Buffer is superior to hand buffing.

W. J. YOUNG MACHINERY COMPANY

LYNN - MASS.

—REPRESENTED BY—

Gimson & Co., Leicester, English Agents—Nollesche-Werke Co., Welschens on Saale, Germany.

WRITE FOR ILLUSTRATED BOOKLET

Best Results in the Lasting Room,

no matter what system of lasting
you employ, are secured by using

Standard Waterproof Box Toe Gum

The efficiency of the "Unit System"
of lasting is greatly increased by
its use. Largest and most success-
ful manufacturers are satisfied
with the results secured from the
use of Standard Waterproof Gum.

*Tell us the conditions in your fac-
tory and we will tell you how to
use this gum with any system of
lasting.*

STANDARD STAIN & BLACKING CO.

DANIEL F. SHARKEY, Manager.

LYNN, MASS.

CINCINNATI, OHIO

MONTREAL, CANADA

Canadian Factory and Store

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USMC

BENCH PINCERS

This is an entirely new and handy device for use by the operator of Pulling-Over Machines, doing away with the unnecessary motions of picking up and laying down hand pincers.

The assembled shoe comes from the Assembling Machine in the usual manner. The "puller" picks it up, straightens the throat seam, then places it in the Bench Pincers, and by one downward motion pulls the upper to its relative position over the toe and in the direct line of last. A slight pressure of the fingers holds the upper in position, and it is then immediately presented to the Pulling Machine for the final operation.

Every manufacturer who is particular about "straight throat seams" should add one of these devices to each of his Pulling-Over Machines.

The pincer jaws are so designed as to care for men's, women's or children's work with any change—adjustable for men of different heights.

Packed in individual boxes.

UNITED SHOE MACHINERY COMPANY

SALES DEPARTMENT

BOSTON - MASS.

American Shoemaking

"THE RED BOOK"

**AN ILLUSTRATED WEEKLY MAGAZINE OF
INDUSTRIAL LIFE AND THINGS PRACTICAL**

American Shoemaking is an illustrated weekly magazine of industrial life and things practical in the world of shoemaking, dealing with its mechanics, methods, systems, its technical features and historical facts—a record of the doings in the field of operating shoemaking—a forum of opinion and discussion for shoe manufacturers, superintendents, foremen, students, and those interested in the shoemaker's art and his field of operations.

SUBSCRIPTION PRICE—\$2.00 a year, postpaid, in the United States, Canada, Mexico, Cuba Hawaiian and Philippine Islands. To England and Australia, 12s. 6d. Germany, 13m. France, 16f., or the equivalent of these

sums to any country in the Postal Union. When subscribers have occasion to change their post office address they are requested to give old as well as new address. Single copies, 5 cents. American Shoemaking has subscribers in all the leading shoe centers of the world.

REMITTANCES should be made in New York or Boston. Exchange, by money orders, express or registered letters. Foreign remittances should be made by International Postal Orders. Address all letters and make all orders payable to name of the publication, for which they are intended. Letters of a business or editorial nature should not be addressed to individuals, but in the name of the paper for which they are intended.

AMERICAN SHOEMAKING PUBLISHING CO.

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RUPERT B. ROGERS, Manager

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We make A SPECIAL EDGE INK

FOR HIGH GRADE SHOES

In it we use the best of materials with no thought of cost and it makes an edge finish that can never be produced with medium and low priced inks.

We make edge inks at all prices, but we do not know how to make a better ink than this at any price.

Our line includes Dressings, Cements, Russet Leather Softener, etc.

**AVERELL & THAYER
BROCKTON, MASS.**

Keith System

(PATENTED)

**—for sticking any sort
of tap or middle-sole**

on any kind of leather, wet or dry,
Oak, Union, Hemlock, Chrome,
Paraffined or Viscolized.



The Keith System

(PATENTED)

has never as yet failed
to do the work in a sa-
tisfactory manner when
properly used.

IRVING L. KEITH
Haverhill, Massachusetts, U. S. A.

A WEEKLY JOURNAL OF SHOE FACTORY INDUSTRIAL LIFE AND THINGS PRACTICAL

Published Every Saturday in the Essex Building, 683 Atlantic Ave., and 212 Essex
St., Boston, U. S. A. \$2.00 per Year, Foreign, \$3.00; Sample Copy 5 cents
Conducted by **RUPERT B. ROGERS.**

Entered at the Boston Postoffice as 2nd Class Mail Matter.

VOLUME XLIX.

NOVEMBER 8, 1913

NUMBER 6

It is the purpose of AMERICAN SHOEMAKING to render to all of its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit order for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of AMERICAN SHOEMAKING because of its world-wide circulation.

REGISTRATION OF DESIGNS.

A movement is on foot fathered by the National Registration League to secure the enactment of a law providing for the registration of merchandise designs, so that a manufacturer bringing out a new style in laces, textiles, boots and shoes, and other lines, may be protected by the Government in the manufacture of such designs. The law is expected to take something the form of the present copyright law, except that it will be applied to commercial designs.

While there are many good arguments presented for the enactment of such a law, it is difficult to see just where to draw the line in determining as to whether a design is eligible for registry. Among the thousands of manufacturers making various lines of merchandise, new designs are being developed daily. Some of these are salable only one season, and it would seem to be hardly fair for the Government to issue registry certificates on application, which would be the only

feasible way in which such registry could be made without entailing a lot of time and expense in proving originality.

Such a law, it seems to us, would be a rather dangerous one, and one which would lead to a great many complications and further tend to restrict the extension of business in all lines, which is based to a large extent upon the individual initiative of manufacturers in bringing out special designs. Many designs, while not entirely original, are enough different and yet enough similar to other designs to result in large business for the manufacturer.

Take, for instance, the kidney heel design on women's shoes. If the originality of this style was to be protected by Government registry, it would greatly restrict the output of this particular style of shoe and might even tend to destroy its popularity because of the limited number which could be produced by any one concern.

Changing styles are dependent upon new designs not only in laces and dry goods, but also in footwear, and it is the opportunity of all manufacturers conforming their product to a general new design or style that makes that style popular and creates business for the producer. With our present copyright and patent laws, it seems that the opportunity for monopoly in invention and design is sufficiently provided for without additional enactments along the line advocated by the National Registration League.

GOVERNMENT COMMERCIAL AGENTS.

The plan of Secretary of Commerce Redfield to assist in the exportation of American manufactures will, we believe, appeal to all business men and encourage them to extend their trade abroad.

The plan, as outlined, will consist in the establishing of commercial attaches to American embassies in at least fourteen of the important cities in foreign countries. These men will be under the supervision of the Department of Commerce and will report direct to it. The salary of \$4,000 to \$5,000 per annum will, it is believed, attract men of intelligence to the positions.

The Commercial attache will devote his entire time to commercial affairs, leaving diplomatic matters to the ambassador or consul. Another feature of the plan provides for the establishment of branch offices of foreign and domestic commerce in large American cities, such as New York, Chicago, San Francisco, New Orleans, etc., so that inquiries in the several districts could be addressed direct to the nearest office, which office will be supplied with the information gathered by the commercial agents abroad. It is further the plan to have the commercial agents upon their return deliver lectures before business organizations in which the vital points of information gathered will be given to business men.

If such a plan could be successfully introduced, it ought to prove of immense advantage to manufacturers who desire accurate data regarding trade conditions in foreign lands. Such a development if properly carried out means a step forward in the assistance of business men through Government departments.

BETTER OPPORTUNITY FOR SHOE EXPORTERS.

An American consul from Sicily reports that, "As was predicted in the report for 1911, there was a marked increase in the demand for American footwear; the sales during 1912 almost doubled.

"The largest wholesale importer of American footwear states that while in 1911 he imported \$30,000 worth, he disposed of \$50,000 worth in 1912 and that his purchases during the first six months of 1913 amounted to \$70,000 in value. He, however, complains of the difficulty experienced in promptly replenishing his customers with sizes and styles of shoes in which he has run short, and claims this is due to the long delay on the part of the American manufacturer in shipping goods ordered. Prompt attention to orders received and more liberal terms of credit would undoubtedly serve to considerably increase the sale of American shoes in Sicily.

"About the beginning of 1913 a new shoe factory was established in this consular district. It is equipped with 30 machines of various types of American manufacture and turns out about 350 pairs of shoes per day, which it is expected to increase to 500 pairs when the workmen have learned how to run the machines.

EDITORIAL PROFITS.

An editor who started about twenty-five years ago with only fifty-five cents is now worth \$100,000. His accumulation of wealth is owing to his frugality, good habits, strict attention to business, and the fact that an uncle died and left him \$99,999. —Editor and Publisher.

be made, the cost of labor and material, general expenses, etc., counted before we predetermine results. In other words, we have to resort to what we might call research work, and while here, I want to say that all the information it is possible to obtain on the subject is none too much to solve the difficult problem of ascertaining the cost of production. Guess work means sure failure, and before a cost accounting system is installed, every book or document it is possible to obtain, should be consulted and thoroughly studied.

and in large factories run up into the thousands of dollars.

The writer cannot refrain from giving an example that has caused him to devote a good deal of study on the cost of production. One day, about eight years ago, he was in one of the largest shoe factories of this country. They were manufacturing an imitation welt McKay shoe, which they were specializing on and manufacturing in large quantities. A medium sole was being utilized, on which a piece of welting was fair-stitched around

the forepart. The superintendent was anxious to improve the product and made several pairs, running the welting down on each side of the shank to the heel, like a Goodyear welt. So pleased was he, that he submitted it to the general manager in the writer's presence, feeling confident that it would meet his hearty approval. Well, does the writer remember the general manager's words. Every word was true to the point and sound business, for he was one of the most successful manufacturers from a financial standpoint in this country. He said to the superintendent: "I agree with you Mr. —, it does make the shoe somewhat better. How much per shoe will it cost?" The superintendent said: "Three-fourths of a cent, that is, 1 1-2 cents per pair, 54 cents per case. We are making on an average 100 cases per day, and it will cost us \$54.00 per day more, \$324.00 per week." He kept on figuring "\$1,404.00 per month, and \$16,848.00 per year." "How many pairs of shoes will we have to sell to make that much profit?" the manager asked. The superintendent was willing to give up, but he proceeded to figure it out, and when the figures were exhausted, he said, "I'll agree they are better, they look better to us, but the difference is small, even to us, and the merchant and customer will never notice the difference." When he was through, I thought the superintendent's proposition seemed about the most unbusiness-like thing I ever heard, although before the general manager presented the facts and figures, I heartily agreed with the superintendent and thought he had made a great discovery. I was a young man then, and the general manager's argument made an impression on me and taught me two things I have never forgotten: first, to mind the little things, second, to have a complete and thorough knowledge of your business, even down to the most minute detail and sub-detail. What little success I have attained in the manufacture

of shoes, I owe, in a great measure, to that lesson of less than five minutes' duration.

Through business associates, I learned that the profit that year in this factory was a few hundred dollars short of the \$16,484.00, the amount it would have cost to add the three-fourths of a cent per pair. In this case, we see where not only the fraction of a cent saved the factory from a considerable loss, but made for it a fairly remunerative dividend.

THE RUBBER SOLE.

The writer has seen some men's and women's fine shoes with rubber at the center of the forepart of the sole. This rubber cushion was elevated enough to support the foot independently of the leather surrounding it, and as it did not show, once the shoe was on the foot, there could be no objection to its use on a fine shoe. The greatest objection to rubber heels and soles has been due to the quick wearing out of the edge, which gave the whole shoe a bad appearance. This rubber is applied with first quality cement and then stitched on the sole before the sole laying operation. Some shoe men claim that cementing on is sufficient and that the stitching is only an additional operation not absolutely necessary. This is perhaps true when the rubber is of the very best quality and the cement likewise of the best quality. The best cement in the world will not hold alone a rubber composition, but will hold a pure rubber sole. Take a turn shoe for example and apply a pure rubber sole to the well leveled bottom, and in that case good cement will be all that is needed to hold permanently the rubber sole to the shoe. It has been done, and under the most severe tests has proven entirely practical.

—When you start an advertising plan or campaign, stick to it until it makes good. Experiments in advertising result in only waste of money.

System for Storing Lasts.

Question With Answer as Given by One of Our Correspondents.

The lasts and the sizes most used, should always be placed in a position the most easily gotten at.

Economy of motion, time, floor space, should be kept in view continually while the building is being planned.

October 7, 1913.

American Shoemaking,
212 Essex Street,
Boston, Mass.

Dear Sirs:—

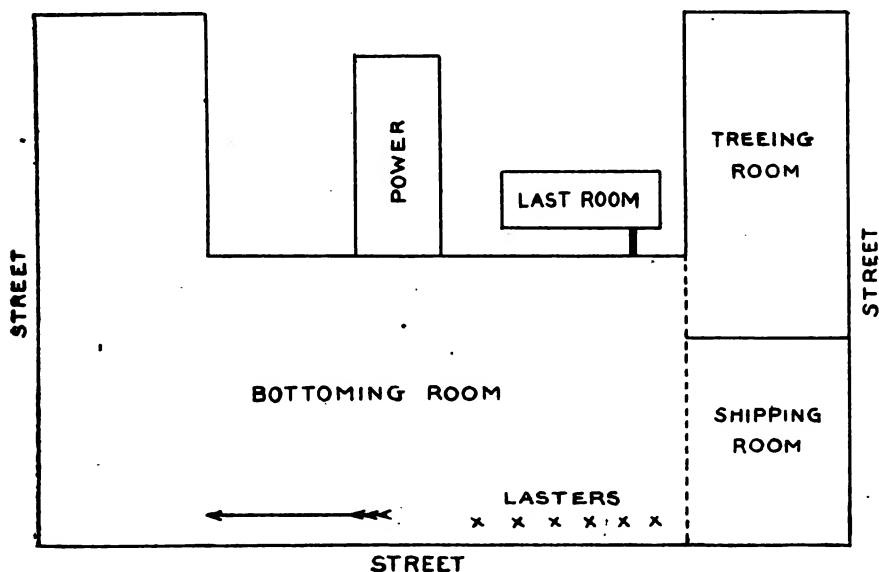
We have noted, with interest, in your magazine, different "Lay Outs" of different departments in factories, but we have never noticed a good lay-out for a last room, independent of the factory or bottoming room, that is, a

We manufacture men's and women's fine welt shoes in a factory of moderate capacity.

The room would be required to hold between 25,000 and 30,000 pairs of lasts, 90 per cent of which are men's and 10 per cent women's.

The diagram given below shows the present arrangement of the factory:

Very truly yours,



room that is used for nothing else but for storing active lasts.

If you can furnish us with some information regarding this, or publish a lay-out for a room, showing style of racks, etc., we would be very much obliged to you, or if you can put us in touch with someone that can give us some up-to-date information regarding this, we would thank you to do so.

ANOTHER ARRANGEMENT FOR THE LAST ROOM.

Editor of American Shoemaking,
Dear Sir:—

I have given some considerable study to the factory diagram which you sent me when you asked my opinion about the location and layout of a last room for a factory manufacturing Goodyear shoes. In looking at this diagram, you will notice that, as presently

laid out, lasts would be placed upon racks in the last room and would then be hauled through the alley-way to the bottoming room, and thence pushed across the end of the bottoming room, before reaching the lasters. This long haul should be avoided, if rearrangement can bring about such avoidance. It would undoubtedly be impossible to place this last room near the lasters on the front of the building next the street, because there would undoubtedly be no room between the factory and the street.

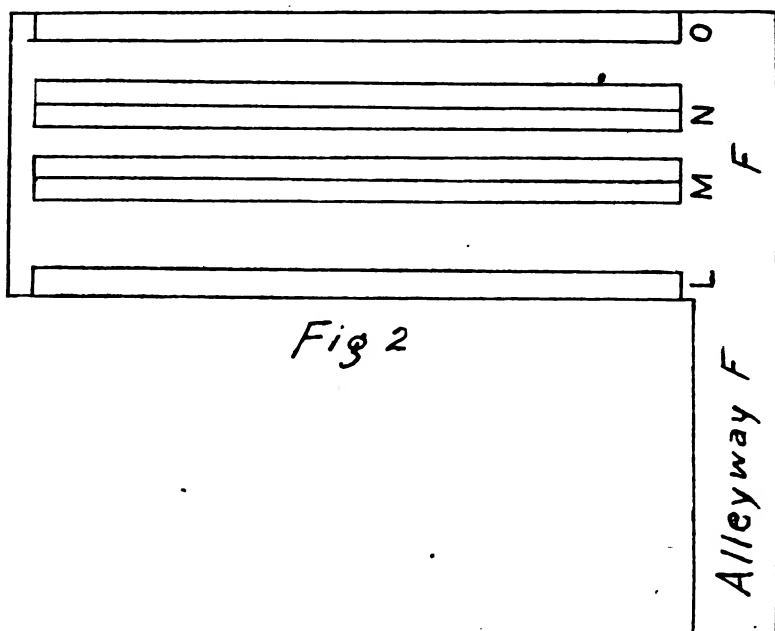
It might be possible to so rearrange the room, as to place the

the well to the house, but when the young lad came home from school one day and sitting down with pencil and paper, showed the old man that he had walked, during the last thirty years, about three thousand miles to and from the pump, he put in a water system right away.

Little leaks that are continuous, run into immense totals almost unnoticed.

The present position of the last room could perhaps, not be bettered, unless there is room on the land to build a last room outside of one of the ells. In this case it might be desirable

Last Room. G



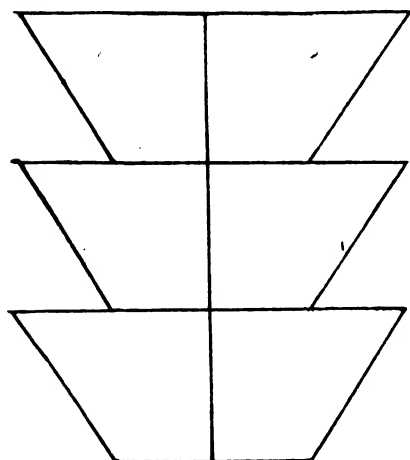
lasters over on the side of the bottoming room, next to where the last room now is, and let the work progress around the room in a direction opposite to what it now does. While this rearrangement would take some time and cost some money, it would be, after all, a considerable saving, when one considers that lasts must be hauled clear across this room many times every day, three hundred working days in every year.

These trifling but continuous wastes are a good deal like that of the farmer, who was satisfied to lug his water in a pail from

to begin the lasting operation right next to the last room at the end of one of the ells, say, where the treeing room is now, for instance. This would be a far better place for the lasting to begin, because the sole leather room would be directly underneath.

If the last room is to maintain its present position, I would suggest that the alley-way F, (See Fig. 2) be built flush with the end of the last room so that racks pushed through the alley-way would enter the last room next to one end, so as to allow the utilization of the largest possible amount of space for last bins run-

ning lengthwise of the room. The alley-way should be wide enough to allow for the passing of racks both going and coming, and the space between the tiers of last bins should be wide enough to allow the entrance of two racks at once, so that if desirable cases may be made up from last bins on both sides of a space at the same time. Where tiers of last bins are placed against the side of the building, windows for lighting purposes can be placed only in the ends of the building, and electric light lamps, easy to be carried from bin to



Last Bins
Fig 3

bin, and raised and lowered, should be placed at convenient distances along each of the spaces. The double last bins, such as are shown in tiers M and N, may be made on some modification of figure number 3. Figure 3 is an end view of these last bins such as might be obtained if one stood where the figure F is, in the last room, and looked towards the tier which is lettered N. These last bins should not be made large enough to allow of any waste space, for it is better to give two adjacent bins to one size of lasts, than it is to have a large part of the bins in the tier half empty.

If one wishes to be very economical of floor space, bins may be tiered up nearly to the ceiling. In some last rooms, however, where floor space is not too ex-

pensive, the tiers of bins are not too high for the upper stock, if cased on wire hangers, and hung overhead, so that the last room men may not only make up the cases of lasts in this room, but may also put up the upper stock.

As the writer said in a former article, the manufacturer himself, or the superintendent, or foreman, who is on the ground and is familiar with the conditions, can far better lay out a last room of this kind, than can one who is entirely unfamiliar with the conditions. The principal idea, however, in constructing such a room, is to have a separate place for each size, width, and style of last and to keep those lasts in their separate places. The lasts and the sizes most used, should always be placed in a position the most easily gotten at, and economy of motion, time, and floor space, should be kept in view continually while the building is being planned.

HOW TO ORDER WOOD HEELS.

With the tremendous demand for wood heels which is apparent at this time, it is important that the manufacturer give some consideration to proper ordering. So many styles and heights of heels are made, and the condition of the heel-seat is so essential to the proper adjustment of the heel that it is necessary to inform the wood heel manufacturers fully regarding these conditions when placing orders.

We are publishing below directions which have been furnished by a wood heel manufacturer and which may be of service to shoe manufacturers when ordering these goods.

"State height, size of heel seat, style of heel, style number, whether the heel is to be breasted front or lap front, finish of top pieces, plain nailed, slugged only, slugged and one screw or slugged and three screws. State if black top or buff top is wanted, also if black breast or buff breast is wanted.

"Cuban heels are made lap front and breasted and both straight and curve fronts. Half Louis are made both lap front and breasted, French Militaries are made breasted only and Louis, French Louis and Cuban Louis have no breasting leather, the sole having to be split covers this."

All heels are measured for height at the breast on the side. Louis and Half Louis are measured at the innermost point of the curve at the breast on the side. State if the height ordered includes top-lift or not.

Get from your manufacturer a line of sizes or patterns covering the heel-seat, sizes from 2's to 10's, and you can then base all heel-seat sizes, no matter what style, by these sizes.

If you want your heels to tread properly on the shoe, send to the heel manufacturer a shoe properly cut down, so that they can fit the heel. If you cannot send a shoe, send a last: but the only way a proper fit can be guaranteed is to have the shoe itself.

State if Cuban Curve, Cuban Louis, Louis, Half Louis, Cuban Straight, and so on, and give style number of manufacturer if possible.

LEATHER "LOUIS" HEELS.

Kidney heels of leatherboard, fittingly called "leather Louis" heels, now are put on to many boots made in Lynn. Some manufacturers are making a specialty of them. They claim some pretty strong advantages from them. The heels may be added to a welt shoe at an increased cost of not more than ten cents a pair. They are a substitute for wood heels, which cost 50 cents or more a pair for the heel and the expense of attaching it. Besides, the "leather Louis" heels may be nailed as firmly to a welt shoe as an ordinary heel. There is no danger of their breaking when heel nails are driven into them, as is the case with wood heels, nor will they come off after they are nailed. When used on welt shoes, the outersole may be split, and the grain split may be work-

ed into the breast of the heel and cemented. It may be made very neat and smooth. If the heel is finished nicely, it will look about as good as a genuine Louis heel of wood. Its cost is from 30 to 40 cents a pair less than is the cost of wood heels. Of course, the item of expense isn't of so great importance in the real high-class trade, for it will cheerfully pay 50 cents more a pair for wood heel shoes for street wear.

THE MULTI SHOE COVER.

Now that the white and colored shoe season is at hand, the demand for some method of keeping the shoes clean is once more making itself manifest.

One of the popular methods of protecting the upper is the Multi Shoe Cover, which consists of a canvas cover made to the shape of the shoe to which is attached by chain stitch a narrow strip of



rubber cloth which holds the cover in position, being sewed into the inner seam when attaching the welt.

A feature of this cover is that the rubber strip can be instantly separated from the main part of the cover by pulling the end of the thread of the chain stitch seam. As a result only the rubber strip is wasted, the main part of the cover remaining intact for re-use.

RUBBER SOLED SATIN SHOE.

A growing evidence of the popularity of the rubber sole is seen in the production of satin dancing pumps made with such soles. The shoe trade has been accustomed to regard the rubber sole as strictly intended for outwearing, but the development of a delicate shoe made of satin material and equipped with rubber soles is evidence that the field for the use of such soles is rapidly broadening out.

Sole Leather Costs.

An English View With Comments on Cost Sheets Previously Published in American Shoemaking.

To the beginner some method or principle must be laid down by which he may obtain his original or first costs.

As a constant reader of "American Shoemaking," and keenly interested in all matters relating to costs, either materials, departments, or prime costs, I always follow with interest your articles on these subjects, and so have read all the details of your bottom stock costings in recent issues up to June 21.

When one considers that up to 60 per cent of a finished boot may be represented by material, the importance of this, from a cost point of view, is at once apparent, either for upper stock or bottoms.

But, as I take it, that the purpose of your paper is largely educational, I agree, when you say that in dealing with costs some actual and reliable figures are essential, but although these have been given in great detail and with great care in the recent bottom stock costing, I am of the opinion that they fall short in their educational value, because they have not explained the underlying principles of "Cost Building," which is of the first importance to a student or a beginner.

However accurate and reliable proven figures may be (and I do not question this, taken on the whole), it appears to be that a system should be given by which a student of the subject may be able to build up his own costs on his own particular class of material or shape of die, which may be quite different to the one under consideration. Acting, therefore, on your hint, "That you will be glad to receive inquiries or suggestions regarding other methods," I beg to submit a method of the principle and practice of

cost building which I think is sound and which might be of interest to your readers.

Yours Faithfully,
"HEDSON."

COST BUILDING.

By "Hedson," Northampton, England.

Illustrated on the 100 Slaughter Sides in Issues of June 7, 14, and 21 of American Shoemaking.

Although the area contained in a given weight is of importance even when material is bought by the pound, the basis of the resulting costs must be that of weight:

- (a) The initial cost per lb.
- (b) The "cut value" per lb. of the material produced.

The method employed is this:—

1. Material first cut up and sorted into shapes and qualities.

2. The exact weights to be entered on costing sheet with description, commencing with the prime grade product down to the lowest grade.

Here a principle must be stated: "The value of inferior material must be costed at a price at which it could be produced out of leather bought for that particular purpose."

Thus, all inside stuff as insoles, slips, midsoles, etc., must be first priced at their value; this would be obtained from costings of material cut up for the purpose, or at the value at which they could be purchased ready cut.

3. Commencing with the lowest value carry out each item at its allotted cut value per lb. until you get up to the prime product, which, in this case, is outsoles and top pieces.

4. Subtract the total product of inferior grades from the original cost and the remainder will equal the cost of prime product. This, divided by the total number of pounds (prime) will give the average cut value; in this case it equals 1.6 per lb. (See Page—)

We have now the whole material with its priced "cut value" per pound.

Note:—The percentage of product should be worked out as shown and kept for reference and comparison against future costings, both for percentage of

100 Sides at 26c lb. 2468 lbs. = £641.09

Plus Labor and Freight 2468 lbs. at $\frac{1}{4}$

£. s. d.

133. 13. 8.

	Weight lbs.	Qual.	CUT VALUE PER LB.	At	£	s	d
Average Cut Value = $\frac{1}{4}$ per lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb. = $\frac{1}{4}$ lb.	556	No. 1	Men's Outsoles Sorted Value = 1s-7d per lb.	$\frac{1}{4}$	44	0	4
	325	No. 2	Men's Outsoles Sorted Value = $\frac{1}{6}$ per lb.	$\frac{1}{4}$	24	7	6
	417 $\frac{1}{2}$	No. 3	Men's Outsoles Sorted Value = $\frac{1}{5}$ " "	$\frac{1}{5}$	29	11	5 $\frac{1}{2}$
	25	No. 2	Boys' Outsoles Sorted Value = $\frac{1}{4}$	$\frac{1}{4}$	1	13	4
	38		Men's Top Pieces } 44 lbs.	$\frac{1}{4}$	2	18	8
	6		Small " " }				
	91 $\frac{1}{2}$		Men's Insoles } 112 $\frac{1}{2}$ lbs.	$\frac{1}{4}$	6	1	10 $\frac{1}{2}$
	31 $\frac{1}{2}$		Youths' " }				
	17 $\frac{1}{2}$		Boys' " }				
	192		Men's Mid Soles } 194 lbs.	11	8	17	10
	2		Boys' " " }				
	34		Men's Counters 34 lbs.	$\frac{1}{4}$	1	16	10
	141		Men's Slips } 201 $\frac{1}{2}$ lbs.	11	9	4	8 $\frac{1}{2}$
	60 $\frac{1}{2}$		Youth's " }				
	161		Large Heeling	4	2	13	8
	306		Small Heeling	3	3	16	6
	38		Skivings	1 $\frac{1}{2}$		4	9
	134		Floor Waste				
	2548 $\frac{1}{2}$				£135	7	5 $\frac{1}{2}$

Percentage of Product 2468 lbs. + 80 $\frac{1}{2}$ lbs. moisture = 2548 $\frac{1}{2}$

Bal. gain 1.13.9 $\frac{1}{2}$

%	lbs. oz.	
51.94	1323.8	Cut Outsoles
1.72	44.0	" Top Pieces
21.27	542.0	" Inside Stuff
18.32	467.0	Untrimmed Heeling
6.75	{ 38.0	Skivings
	{ 134.0	Floor Waste

100.00 2548.8 lbs.

5. The sorted value is then obtained by costing the middle grade at the average 1.6. The lower quality at the price it might be cut at out of cheaper material (or its value), and the remainder is allotted to the prime product. (In this case for convenience, it is graded into 1.7, 1.6, 1.5, and 1.4 per lb.)

prime product as well as percentage of waste scrap made.

Next we come to costs per pair on Page ?

6. Sort all the soles of each quality into substances of iron and set them out as shown with number of pairs and weight.

7. Carry out each line by weight at its cut value per pound

and divide the amount by the number of pairs; the result will give the cost per pair in each case. This is illustrated fully on page ???, and they are costed to the nearest fraction per pair.

Note:—The price obtained in column P will determine whether stock has been sorted correctly to iron substance. It will be noted there is a difference as substance decreases, although not uniform. If an exact difference was wanted some slight readjustment could

method could be applied to every costing, but it appears to the writer that to the beginner some method or principles must be laid down by which he may obtain his **original or first costs**, and also enable him to know how to compare results of different stock by the standards set up, and further to ascertain, by his figures, which lines are best to purchase, and if new lines are bought, how to cost them on a proper basis so as to be quite sure of his results.

X**P**

*Ten pounds Boys' soles omitted in your summary. (See Red Book)

be made or greater care used in exact sorting.

Resulting Factors:—

1. Material cut up and cut values determined.

2. Percentages shown for future reference and comparison.

3. Regularity of sorting shown by resulting prices per pair.

4. The relative cost of different shapes when of same cut value; also difference between youths,' boys,' etc.

It is not advocated that this

—If you have not appreciated the importance of the little leaks in the business it is because you have looked at them singly. Make a list of them and find the total and you will sit up and take notice.

—

—Don't forget that you set out last January to establish a new record this year. Even if you are still behind last year there is time enough to make good yet.

Stop asti

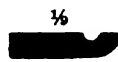
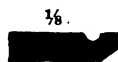
Do you realize how much WELTING is v
reel breaks at the grooving machine it a
through carelessness, or a wrongly adjus
such an absence of UNIFORMITY as to c

THE REME

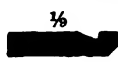
Buy Goodyear Welting from the Bro

AT NO ADDITIO

**Any Groove
or Bevel
You Want.**



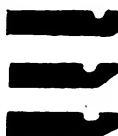
STANDARD



STANDARD

ADDITIONAL VARIETIES

SHOWN ON $\frac{3}{8}$ THICKNESS CA



This operation is performed on a machine
produces welting grooved without a brok
and bevel of absolutely uniform depth an

**To be brief: In a 33½ yd. hank of Bro
you get 33½ yds**

ISN'T THIS WORT

BROCKTON RAND COMPA

ng elting!

sted in your making room? Every time a
s several inches of WASTE. And again
d machine, much welting is grooved with
se further waste.

Y IS HERE:

**ktion Rand Co. ALREADY GROOVED
AND BEVELLED
NAL EXPENSE**

J" GROOVE

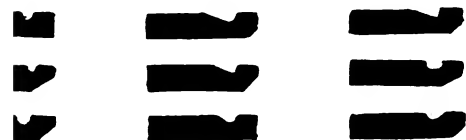


V" GROOVE



**Note a Few
of the
Possibilities**

**OF GROOVE AND BEVEL
BE ADAPTED TO ANY WEIGHT**



of our own invention in a manner which
n joint from end to end, and with a groove
width throughout.

**ktion Rand Co. Welting
of which EVERY INCH is available.**

INVESTIGATING ?

NY, Brockton, U. S. A.

THE TELESCOPE LAST.

A Divided Last—Heel Portion Telescopes Forepart—A Product of the Sturgis-Jones Last Co.

The Telescope is an improved divided last which gets its name from the fact that, unlike the ordinary hinged last, the heel part telescopes the forepart. This shortens the last more than is possible with ordinary hinge lasts and makes it extremely easy to insert or remove from the shoe. Another feature is the spring

thimble are protected by the Fitz patents, which are owned by the Sturgis-Jones Last Co. of Brockton, Mass.

The Sturgis-Jones Last Co. have a thoroughly modern plant, equipped with the very best of machinery, which enables them to produce the Telescope, as well as block lasts of all kinds of a superior quality, at close prices, and to guarantee their customers the best possible service, including prompt delivery of orders. In fact, their slogan, "Better Lasts for Less Money," is made certain by a splendid factory equipped with every known device for convenience in operation and economy in production, under the management of men who have spent a life-time in the last making industry.

The factory is a two-story building of fireproof construction and includes facilities for storing blocks in addition to an unusually complete equipment of automatic machinery. Special attention has been given to proper lighting and to economical use of power, individual electric motors being employed in operating most of the machines. A spur track has been so installed that blocks can be unloaded directly into the storage bins and ship-

Carl L. Sturgis

construction which snaps the heel portion back into place when the last is removed or inserted.

The form of construction is such that very little wood is removed from the last in making and it is, therefore, stronger than other makes of divided lasts. In its manufacture improved machines and economical methods have been employed, so that it is sold at only a trifle higher price than the ordinary block last.

The advantage of divided lasts has long been recognized by every shoe manufacturer, but owing to the higher prices at which such lasts have been sold, their use has heretofore been neglected by many manufacturers who otherwise would use them. With the general introduction of the Telescope, the expense will be so largely reduced that every manufacturer can afford to install them. The Telescope will be made in all sizes, from infants' to men's.

It is equipped with a special malleable iron thimble, which prevents breakage at the heeling operation and which is also controlled by the above company. Both the last and

Paul S. Jones

ments of finished lasts can be transferred directly from the shipping room to the car. An auto delivery service is a feature of the business and a large garage for storage of auto trucks and automobiles for the management is provided.

In addition to the factory at Brockton, Mass., illustration of which is shown herewith, the company has a Boston office at 195 Essex street.

The New Sturgis-Jones Last Plant at Brockton, Mass.

**IF IT BEARS
THIS MARK**

**You Can Rely
Upon The Quality**

United Shoe Machinery Co.

Boston, : : Mass.

New Patents in the Trade.

What They Are About and the Claims Made for Them. Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information regarding which may be had through application to the office of American Shoemaking.

Sewing Machine—No. 1,076,878, to Andrew Eppler.

Buttonhole Piece—No. 1,076,764, to Frank L. Harmon.

Knife for Leather Skiving Machines—No. 1,076,934, to Alexander M. Alexander.

Lock Stitch Sewing Machine—No. 1,076,951, to Augustus C. Chase.

Machine for Making Heel Logs—No. 1,076,742, to Wendell P. Bosworth.

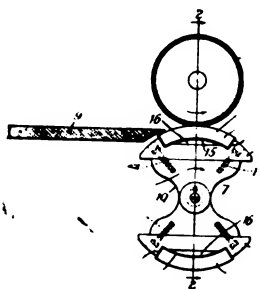
Riding Boot and Legging—No. 1,076,845, to Nathan C. Shiverick.

Machine for Use in the Manufacture of Boots and Shoes—No. 1,076,940, to Orrell Ashton.

BUFFING MACHINE.

No. 1,076,468.

Letters patent have been granted Frederick A. Thurston on an invention which relates to a machine for buffing articles of sheet material and is especially adapted to buff shoe counters. Said shoe counters are made of different materials, such as leatherboard, and they are hard and difficult to bring to an



even and beveled edge. They are, therefore, first submitted to a skiving machine which skives off the edge of the article at an angle and then are subsequently run through a buffing machine to still further reduce the edge of the ar-

ticle in thickness and to smooth off the roughnesses left by the skiving machine.

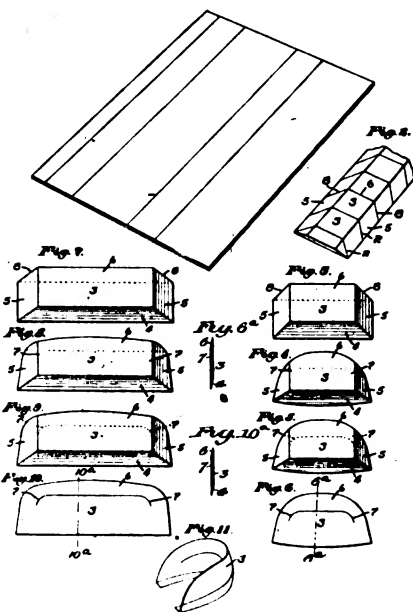
The invention relates particularly to the construction of the roll or movable feed member whereby the counter is held in contact with a sandpaper covered buffing roll also constituting a feed roll.

SHOE STIFFENER BLANK.

No. 1,076,541.

Letters patent have been granted William B. Arnold on an invention which relates to shoe stiffener blanks.

In order that the principle of the invention may be clearly understood,



a single embodiment thereof has been disclosed in the accompanying drawing.

In the particular embodiment of this invention selected for illustration herein, referring first to Fig. 1, a sheet is shown, preferably though not necessarily of leather, and which ordinarily may be a side of sole leather roughly trimmed,

WINSLOW BROS. & SMITH CO.

SHEEPSKINS AND CABRETTAS

TANNERIES: NORWOOD and PEABODY, MASS.

BOSTON

NEW YORK

CHICAGO

ST. LOUIS

66 Lincoln Street 12-14 Spruce Street 159 West Lake Street 14th and Locust Streets

but here shown as truly rectangular for convenience and clearness of illustration.

In accordance with this invention, this sheet is slit along longitudinal and preferably parallel lines, the slits being in each case beveled. For the most economical manufacture these bevels should be alternately in opposite directions, so that the strips formed thereby will have their opposite edges oppositely beveled, the strips themselves presenting a greater width at one than at the opposite face. To be sure, the strips so formed present the grain face alternately at the narrow and at the wide faces, but this is not of material concern where the greatest economy of stock is desired. The strips formed by the longitudinal slitting are then transversely severed, or substantially so, by cutting or slitting along preferably parallel lines, which are also beveled or inclined and, as shown, preferably similarly beveled so that the blanks formed thereby are nested, so to speak, one overlapping the other.

It will be observed that practically no stock whatsoever is wasted in the production of stiffeners in the manner herein provided for. The only waste that exists is that due to the change in outline of the stiffener from the blank shown in Fig. 3, but it will be noticed that even the blank article, its lower edge being straight and presenting right-angled corners clipped at 8—8 so that the waste here is reduced to a minimum and, because the waste at these points is of the thinned or beveled stock, is still further reduced.

This invention permits ordinarily more than ninety per cent of the original stock or blank to be actually utilized in the completed articles therefrom and the result is that a quality of stock may be used to the improvement of the article in which it is incorporated at the same or less cost as compared with stiffeners made in accordance with the prevailing methods.

MACHINE FOR USE IN THE MANUFACTURE OF BOOTS AND SHOES.

No. 1,076,940.

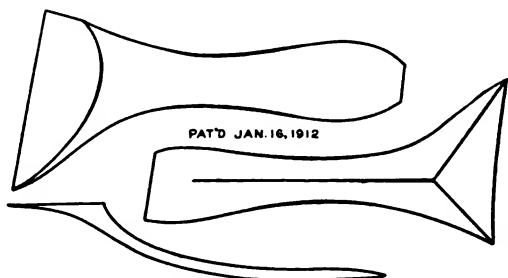
Letters patent have been granted Orrell Ashton on an invention which relates to machines for use in the manufacture of boots and shoes and particularly to shoe shaping machines.

The invention is herein shown as embodied in a machine of the type disclosed in United States Letters Patent No. 1,030,837, granted June 25, 1912. This type of machine comprises a rotary beater which includes a very rapidly rotated carrier or hub having annular end disks, between which disks extend stems or rods arranged around the periphery of the carrier and sup-

porting an annular series of beating elements which strike a very rapid succession of light blows. The beating elements are arranged to be held out radially from the carrier by centrifugal force in normal operative position while the beater is rotating, and to yield inwardly when they strike the work. Machines of this type are employed with great success in pounding up the overlapped marginal portions of shoe upper at the sides of the heel seat and, in some classes of work, along the sides of the shank portion and forepart of the shoe bottom.

An object of the present invention is to provide for a machine of the type above outlined new and improved beating elements, the advantages of which include especial adaptability for leveling the surface being beaten.

The Style of a Shoe



depends to considerable extent upon the shank. The latest style in HIGH GRADE shoes is the "Egg Shape" and "Cottage Bottoms"

To meet this requirement we have produced a new Custom Shank made of selected leatherboard. Cheaper and better than solid leather,

MOORE & CO., Manufacturers of Shanks of all kinds.

Malden, Mass.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—An increase in the number of small shoe manufacturing firms in Lynn has been noticed this fall. Most of these new small firms are doing business in factories on the outskirts of the manufacturing district, or in the suburbs, where the rent is cheap. They are making chiefly McKay shoes for women, misses and children, a line of shoes that was, it was feared, driven from Lynn. Of course, it remains to be seen if these manufacturers are successful in their effort. Some of them are pretty confident that they can make good in their business. They count a lot on gaining from low rents, and from personally managing their business.

These new firms are much smaller than are the average Lynn manufacturing firm. They are made up usually of two or more men, who have had a practical experience in factories, and who are able to turn their hand to most anything in shoe-making. They count on making at least a day's pay as a workman in the factory, and as much more as the business will stand. They sell their product chiefly to the wholesale trade. Thereby they are relieved of most of the expense of selling shoes.

These small firms have a pretty small capital. They employ from ten to forty or fifty hands. They buy leather and supplies very closely, at times keeping only a day's supply ahead. As they are personally conducted enterprises, whose managers both think and work for the business, they are able to practice some economies of which the big firms do not dream. This helps them to get a firm footing in business.

The advent of these new small firms is hailed with joy by Lynn people generally. Some of them have a very good chance to grow up and become good sized firms.

—A special price list on a Goodyear-McKay shoe has been granted to a Lynn firm by the Goodyear Independent Operators of Lynn. The Goodyear-McKay shoe is made by sewing the forepart on the Goodyear welt machine, and the shank on the McKay machine. The new price list provides for a price of 1 1-2 cents per pair for sewing the Goodyear-McKay shoe, against 1 3-4 cents for sewing the regular welt shoe. The price for fudge stitching on the new shoe is 1 1-2 cents per pair. The price for rough rounding is eight cents a dozen, against a price of nine cents a dozen for the regular welt shoe.

—Sheehan & Eagen, dealers in shoe machinery, State street, Lynn, sold this first week in November, the equipment of the factory at Norway, Me., which was operated for many years by B. F. Spinney & Co. The machinery was sold in lots to suit purchasers. Previous to the sale, the United Shoe Machinery Co. removed its machinery, and Faunce & Spinney of Lynn, who have taken over the business of B. F. Spinney & Co., had a portion of the machinery moved to Lynn. Representatives of several shoe manufacturing firms examined the factory, but none of them would agree to start it up this fall. It is quite possible, however, that a firm will take the factory next spring.

—The Bay State Shoe Co. has moved from the Newhall factory on Eastern avenue to the King factory at 95 State street, Lynn, where it has fitted up two floors for the manufacture of McKay shoes for misses and children. The company is incorporated, and its officers are as follows: David Halbstein, president; Israel Margolis, treasurer, and Max Goldberg, clerk. Samuel Bernstein is manager.

—The Rickard Shoe Co., Lynn, is now getting out a fine line of women's welt shoes, to retail at \$5 a pair. Edward Rickard is manager of this company. He was formerly with the R. & G. Shoe Co., Lynn, and before that was superintendent of the factory of the Watson Shoe Co., Lynn.

—Harry Chapman, manager of the Mexican department of the United Shoe Machinery Co., with headquarters in Mexico City, is at his home in Salem. He came home on account of the unsettled condition of affairs in Mexico.

—Jones, Sullivan & Ryan, a new Lynn shoe firm, has located at 97 State street, Lynn. It is fitting up to make McKay shoes for growing girls, misses, children and infants.

—W. F. Martin Shoe Co., a new Salem concern, has its factory in complete operation, and is shipping shoes. It is fitted up to make 2500 pairs of shoes a day, not 500 pairs, as has been reported.

—The Consolidated Shoe Co., which moved recently from the factory of P. Creedon & Co., Boston street, Salem, Mass., to the Russ factory at Salem, N. H., began manufacturing in its new quarters the 1st of November. The Russ factory was remodeled to accommodate it.

Rapid Hand Method Folding Machines

Made in Models to Suit All Requirements

Our System of Folding Follows Line of Patterns Absolutely.

Makes
perfect
Corners
on
Blucher,
Noses and
Button
Flies.

Will
not
stretch
the
softest
of
material

Work
Easily
Guided to
Gauge

MODEL B.

Constant duplicate orders testify to the superiority of these machines.

Placed on trial, and sold on their merits.

For further information apply to

P. R. GLASS CO. 205 LINCOLN STREET Boston, Mass.

THE NEW DOUBLE HEAD NAUMKEAG PNEUMATIC BUFFING MACHINE

The Naumkeag Buffing Machine Company whose machines are used by all the leading shoe manufacturers in every country where shoes are made throughout the civilized world, is now placing upon the market its new Double Head Pneumatic Machine. This machine, we believe, will be fully appreciated by the operator as well as the manufacturer.

The machine has two independent heads, giving the operator the advantage of two separately regulated air cushions and abrasive coverings, one of which can be used for buffing out the grain in the shank of the shoe, and the other for cleaning and smoothing the entire shoe, thereby completing the two operations of shanking out and cleaning the shoe in one handling.

Believe every operator will appreciate the improvement, as he will save handling the shoe a second time, as well as changing pads for shanking out and cleaning the shoe, which will enable him to do a great deal more work in a given time and with less effort.

The manufacturer will certainly appreciate the improvement in the looks of his shoes. Saving of one handling means a great deal to a fine shoe. The saving in time also means a saving in machinery, room and power.

Write for Further Information to

Naumkeag Buffing Machine Co.

BEVERLY, MASS.

Brockton and South Shore.

Trade Notes, Personas, Etc.

The marriage announcement of Miss Marie L. Snyder and Everett A. Jones has been sent out. Mr. Jones is head of the E. A. Jones Co. of Brockton, manufacturers of blackings, dressings and shoe supplies, and Miss Snyder is a daughter of T. B. Snyder, Esq., of Fort Madison, Iowa, and a well-known lawyer in that part of his state.

—William Rapp, head of the Hub Gore Co. of Brockton, celebrated his 80th birthday last week. Presents were received from his children and grandchildren, and a cable from his old home in England, tending congratulations.

—James Pike, formerly assistant foreman at the Regal Shoe Co. dressing room in Whitman, succeeds Waldo I. Guild as foreman of the dressing room at the Stacy-Adams Co. factory in Brockton.

—Herbert Forbush succeeds David Wolfe as foreman of the lasting room at the No. 3 factory of the W. L. Douglas Shoe Co. in Brockton.

—Waldo I. Guild has resigned as foreman of the dressing room at the factory of the Stacy-Adams Co. in Brockton, to accept a similar position at the R. P. Hazzard Co. factory in Auburn, Me. Mr. Guild was, for eight years, foreman of the dressing room at the No. 3 factory of the George E. Keith Co. in Brockton.

—Edward Jones has resigned as foreman of the No. 3 dressing room at the Churchill & Alden Co. plant in Brockton.

—Edward Merrill has resigned as foreman of the No. 2 and No. 3 dressing room of the L. A. Crossett Co. in No. Abington, to accept a similar position in the No. 3 factory of the Churchill & Alden Co., succeeding Edward Jones.

—David Wolfe has resigned as foreman of the lasting room at the No. 3 factory of the W. L. Douglas Shoe Co. in Brockton, after seven years' service in that position. The reason he gave was that he thought it was an imposition to be obliged to register on a time clock in the office.

—Shoe shipments from Brockton last week amounted to 10,467 cases, forwarded from shipping points as follows: Brockton Centre, 3262 cases; North End, 6237 cases; South End, 5150 cases. The total shipments up to last week are 608,986 cases, which is 12,024 cases more than for the same number of weeks in 1912.

—Superintendents and Foremen to the number of forty from the George E. Keith Co. of Brockton, were entertained at the home of Hervey Dunham in West Bridgewater. This is the annual affair and is greatly enjoyed by all who attend. Oscar C. Davis of the Keith Co. was toastmaster, and each one present was expected to respond to a toast. Refreshments were served by Mrs. Dunham and an orchestra from Middleboro furnished the music. Mr. Dunham is superintendent of the last department at the Keith plant.

—George Bellows, at one time foreman of the innersole department at the plant of the W. L. Douglas Shoe Co. in Brockton, passed away at his home in North Weymouth, last Sunday. He was well known among the foremen in the South Shore shoe district.

A NEW HOTEL IN NEW YORK.

New York, while well supplied with good hotels, now adds another modern hotel to her long list. Broadway at 41st street is the very heart of the city, and there the Hotel Continental is located.

To add to its attractiveness is the fact that it is within good walking distance of forty theaters, the elegant Pennsylvania station, the grand new station of the New York Central and the subway and Hudson tunnels.

The owners of the Continental are progressive people and have expended \$400,000 in improvements, the hotel having three hundred attractive rooms, each with private bath. The furnishings are rich in mahogany, with brass bedsteads.

The hotel will be thrown open to the public November 17th, 1913.



LESSEN THE COST OF ATTACHING

PAT'D MESH PLATE, FACTORY SHAPE
"VELVET" Rubber Heels

Especially designed for attaching in the regular way on your heeling machines

WRITE FOR SPECIAL PRICES **F. W. WHITCHER CO.**
DEPT. A. BOSTON, MASSACHUSETTS

PRESENT AND PROSPECTIVE CONDITIONS IN THE SHOE MANUFACTURING TRADE.

(Extract from interview with Hon.
A. S. Kreider in "Shoe and
Leather Facts")

Would a shoe manufacturers' trust, if it should eventuate, be likely to be detrimental to the future welfare of the industry?

"A shoe manufacturers' trust would certainly bring about conditions greatly to be deplored. It could only be brought about and maintained by controlling shoe machinery, and would perhaps also have to include the control of tanneries and retail shoe stores as well."

Has the superior shoe machinery and service in connection therewith manufacturers have had been conducive to the great progress made in the art in this country?

"Yes, undoubtedly."

In what respect?

"The many bright, inventive minds that have been employed in devising and in the manufacture of shoe machinery have resulted in producing wonderful labor-saving machinery and devices, and these, in turn, have led to specialization and systemization by shoe manufacturers, all of which has been of great advantage toward the economical cost of manufacture, as well as the improvement of the styles and finish of footwear in this country. The resultant effect of all this has naturally been a corresponding decreased cost. It is largely because of these fortuitous conditions that we, as American shoe manufacturers, have been enabled to attain to our present pre-eminence among the nations of the earth in the important matter of the production of footwear."

How is it possible for the American shoe manufacturer to retain this position?

"By the maintenance of free and open competition. By the same methods and continued co-operation in the perfecting of labor-saving devices, methods and systems of manufacture which have distinguished our industry in the past, and which naturally includes the placing and care of the machinery in the most advantageous manner."

Have conditions in regard to the equipping of shoe factories with machinery and the care and maintenance of the same been advantageous or otherwise?

"On the whole, yes; especially so to small manufacturers, because it has enabled them to secure the latest, up-to-date machinery obtainable at the same price, and on the same terms as can the larger concerns."

Mr. Kreider is a member of Congress, and president of the National Shoe Manufacturers' Association.

KEEP THOSE EDGES CLEAN

The Novelty Protector

**Absolutely prevents
soiling of stitches,
edge and bottom.**

**Tip repairers like
them because they
make the work easy.**

Novelty Selling Co.

Room 67
683 Atlantic Avenue
Boston, Mass.

FIRE PREVENTION DAY.

The New England Shoe and Leather Association, in the October issue of its monthly magazine, "New England Shoe and Leather Industry," published the following editorial, urging its members to join in the observance of "Fire Prevention Day" in Massachusetts.

"November 10th is to be observed as 'Fire Prevention Day' in Massachusetts this year, and we sincerely hope that every concern affiliated with our association, having under its control a shoe factory, tannery, machine shop, warehouse, office building or any other structure affording the starting point for a conflagration, will see to it that there is a general cleaning-up of all refuse, waste and improperly packed material; that all possible mechanical aids to the extinction of fire are installed and in their proper place; that placards are conspicuously posted enjoining upon employees the exercise of the utmost care in this connection, and that a propaganda of education in the local public schools is started on this day.

"Our annual fire waste in the United States is enormous, largely needless and positively disgraceful.

"This important matter is being carefully studied by the Massachusetts Fire Prevention Association, of which our association is a member. There should not only be an annual national 'Fire Prevention Day,' but in all mercantile and manufacturing establishments there should be a regular monthly cleaning-up."

There appears to be a general awakening of interest in this important subject, and the people of the United States are gradually beginning to realize that much of the \$250,000,000 annual waste from fire is avoidable.

The National Fire Protection Association, with which the Massachusetts Association is affiliated, has issued a special pamphlet report, making suggestions for the improvement of shoe factories as fire risks.

In this statement, the leading cause of fires in shoe factories is given as highly inflammable compounds, like rubber cement.

It is also stated that the lack of proper care of factory waste, including cutting-board scrapings, causes nearly thirty per cent of all fires in shoe factories; and that fires from smoking are nearly double that of the average of many other manufacturing.

These other points also are made:

The susceptibility of the stock to water damage is the principal cause of most of the large losses in shoe factories.

Lack of good fire alarm service has been a cause of over thirty per cent of the large losses on shoe shops.

Lack of proper fire protection caused 30 per cent of the unnecessarily large losses in shoe factories.

The Board of Directors of the Chamber of Commerce of the United States of America has appointed a special committee of the Chamber of Fire Waste, and asked that it report a constructive program.

(From Thos. F. Anderson, secretary of New England Shoe and Leather Association).

November 1, 1913.

FRANKLIN P. SHUMWAY CO. STRENGTHENS AND ENLARGES FORCES.

The Franklin P. Shumway Co., one of the oldest advertising agencies in Boston, is enlarging its force of men. Chas. P. Randall, D. J. MacNichol, E. D. Clinton Jordan, Willis P. Shumway, Arthur H. Merritt, Carl E. Shumway and Carl L. Fife are now all associated with Mr. Shumway, Senior, as stockholders in this company.

Mr. Shumway, who, for over 30 years, has been one of Boston's most successful advertising agents, in thus perfecting his organization has completed plans he has been developing for many years, it having always been his ambition to permanently establish in Boston an advertising agency which should in personality, equipment and experience be prepared to give New England advertisers the most complete service in every respect.

—M. W. Fitzgerald of Brockton has resigned his position at the A. E. Little Co. to succeed John Mack as foreman at the Springvale (Me.) factory of the Sears-Roeback Co. Mr. Mack is to go into shoe manufacturing in Haverhill.

—Albert Chandler, who was formerly in the office of the R. & G. Shoe Co., Lynn, is now in the quebracho forests of Argentine for the New York Tanning Extract Co.



SHANKS of every style and kind. We make a special turn shank, generally adapted by turn shoe manufacturers.
GEORGE W. INGALLS, Lynn, Mass.

Adams Cutting Dies



Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

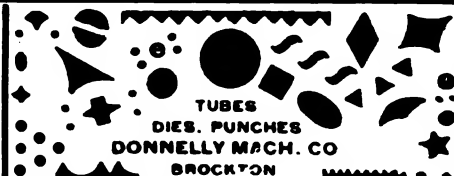
Successor to A. M. HOWE
(Established 1857)

John J. Adams Worcester, Mass

K. & S. DYE

Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

KENT & SMITH LYNN, MASS.



Jobbers in Manufacturers Cut Soles

**Cut
Soles**

**Sole Leather
and
Offal**

43 N. MONTELLLO ST.
BROCKTON

GORDON & BERMAN

23 SOUTH STREET
BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of
SHOE ORNAMENTS

PATENT } "CLINCH-ADJUSTO"-BOW
SPECIALTIES } "O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut shoe Supplies of
Every Description

National-Shoe-Findings-Co.
LYNN, MASS.

J. E. KNOX

ACCEPT NO SUBSTITUTES

J. V. KNOX

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, . . . LYNN, MASS.

**Novelty
Edge
Protectors**

Save money in the packing room.
Make tip repairing easy.

Keep fair-stitching and edges clean
NOVELTY SELLING CO.

67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies

Brockton, Mass.

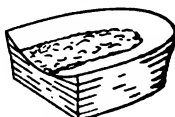
Men's and Women's

TAPS

PURITAN COUNTER COMPANY
E. R. R. Ave., Brockton, Mass.

Heels and Heel MACHINERY

Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.
119 TRIBOU ST. BROCKTON, MASS.

"Returned" or "In Stock" Footwear

Can be disposed of by advertising in

WHOLESALE BARGAINS

THE MAGAZINE

THE BARGAIN BUYERS USE

1107 Flatiron Bldg.,

New York City

Industrial Information.

Notes of New Factories, New Enterprises, New Firms,
and Changes in the Trade.

WORCESTER, MASS.

The WORCESTER LEATHER SUPPLIES CO., of 15 Hermon street, manufacturers of soles for misses' and children's shoes, have taken a five-year lease of the second story of the new factory building at 68 Prescott street, and will soon take possession. The quarters will give the company 8200 square feet of floor space, enabling it to increase its capacity one-third.

ST. CATHARINE, ONT.

The RICE-HULBERT SHOE CO., who have been manufacturing shoes in Courtland, N. Y., are to move their factory across the line and manufacture shoes here. They make shoes for lumbermen and tennis players.

OMAHA, NEB.

The AMERICAN HAND SEWED SHOE CO. recently filed articles of incorporation. The Capital stock of the company is given at \$150,000, and the incorporators are A. A. McClure, T. W. Austin and E. G. McGilton.

HAVERHILL, MASS.

A consolidation of the shoe factories of IRA J. WEBSTER and the WEBSTER-WEBBER SHOE CO. has been effected and articles of incorporation have been secured under the new firm name of IRA J. WEBSTER CO., Inc. The capital stock is \$100,000. Mr. Webster has been elected president, Howard L. Webber, vice-president, and Charles L. Briggs, of the firm of Lennox & Briggs, treasurer. For many years Mr. Webster has been engaged in the manufacture of women's McKay shoes, while the Webster-Webber Shoe Co., in which he is also interested, has made women's Good-year welts.

READING, PA.

H. M. Albright and M. Stanley have formed a partnership for the purpose of manufacturing and selling shoes under the name of the ALBRIGHT-STANLEY SHOE MFG. CO. CINCINNATI, OHIO.

The firm name of the HOPKINS SHOE & SANDAL CO. has been changed to the GEORGE H. HALDY SHOE & SANDAL COMPANY.

XENIA, OHIO.

At a recent meeting of the stockholders of the XENIA SHOE MANUFACTURING COMPANY, the capital stock was increased from \$100,000 to \$150,000. All Cincinnati men were elected as new officers for the coming year. The factory will be run full force fifty weeks in the year.

HAVERHILL, MASS.

Mr. Charles L. Stevens has leased the entire second floor of the new factory building at 23 Locust street. New and up-to-date machinery has been installed, and he will handle a full line of women's, misses' and children's soles and leather pieces.

CHELSEA, MASS.

The LIBERTY SHOE MFG. CO. has been incorporated with a capital of \$50,000, and the following officers: Max Rothbard, president; Frank Zorfas, treasurer, and Samuel Becherman, clerk. Members of this firm were formerly with the R. & G. Shoe Co. at Lynn. The firm will make welt and McKay shoes.

CHICAGO, ILL.

The AUSTIN SHOE CO. of this city filed incorporation papers at Springfield, Ill., October 31st. The company is incorporated for \$5,000.00, fully paid. The incorporators are Solomon P. Roderick, president; Lewis C. Alter, vice-president, and Geo. Lindon, secretary.

SPRINGFIELD, ILL.

The RELIABLE SHOE CO., a recently organized company, filed incorporation papers with Secretary of State Woods. The officers are H. J. Campbell, president; J. Berkland, vice-president and general manager, and Chas. V. Clark, secretary-treasurer. Mr. Campbell is the owner of 80 per cent of the stock. Ten per cent is owned by Mr. Berkland and 10 per cent by Mr. Clark, all fully paid.

PEABODY, MASS.

The PHOENIX LEATHER CO. have recently opened up a tannery in the factory formerly occupied by the Van Carr Leather Co. at Walnut and Wallis streets, where they are manufacturing sheep skins in black and colors.

Eureka! Eureka! Eureka!
DISCOVERED AT LAST:

a Box Toe Backing Waterproof Compound which will absolutely prevent all water stains coming through "tan tips." Thus eliminating much unnecessary labor caused by stains, wrinkles and bunches. Write for samples and forget your worries.

**EUREKA
CEMENT CO.**

NEWARK, N. J.

South Shore Supplies
Co., 8 Commercial Wt.,
Brookton, Mass.
New England Agency

NOTES FROM THE GRANITE STATE,

—A new factory has been built by the citizens of Whitefield, N. H., for Bean Bros., who have, for a short time, been manufacturing welts in Haverhill, Mass. One member of this firm is the well-known Lafayette Bean, who was formerly superintendent for many years for the Sears-Roeback Co. of Littleton, N. H.

—The N. B. Thayer Co. are building a big addition to their factory at East Rochester, N. H., which will double their floor space and capacity. Evidently the Thayer Shoe is a winner.

—Mr. Chas. T. Porter, formerly with Weber Bros. of No. Adams, Mass., is now assistant superintendent for N. B. Thayer, at East Rochester.

—The Linscott, Tyler, Wilson Co. are erecting a 90-foot addition to their factory in Rochester, N. H., to accommodate enlarged business. The addition is full width of main factory and four stories high. Linscott and Manning are a combination which make such enlargements necessary.

—The Wakefield Slipper Co., located at Sanbornville, N. H., are just completing the addition of another story to their factory, which will give them one-third more space and will add more than that to their capacity.

A BIG AND BUSY FIRM.

A. G. Walton & Co. now have their new branch factory in Chelsea, Mass., going to full capacity. They are getting out 5,000 pairs a day in it. Mr. Flagg is superintendent. In their main factory at Chelsea, they are getting out 12,000 pairs a day. Mr. Gunn is superintendent. They also are operating a factory for finishing upper leather, and a pigskin leather tannery in New Hampshire. They do a big cut stock business in their Chelsea factory, cutting up thousands of sides of leather, and selling the leather that they do not want for their own shoes. They make McKay shoes for boys and girls. Their annual production runs up to about 7,500,000 pairs.

DEATH OF AMOS F. BREED.

Amos F. Breed died at his home in Lynn, Mass., Nov. 3, aged 55 years. He was the son of a former Lynn shoe manufacturer, and was graduated from Harvard in the same class with Col. Roosevelt. He engaged in shoe manufacturing in Lynn as a partner in the firm of Shepard, Murphy & Co. He was later senior partner in the firm of Breed & Badger, cut sole manufacturers, Boston. He was a bachelor.

We
Manufacture

Rubber Shoe Cements

OF EVERY DESCRIPTION

If you are interested in a

SPECIAL CEMENT FOR LAYING RUBBER SOLES

We will be pleased to submit samples.
We believe we can please you.

HENRY C. HATCH, Brockton, Mass.

St. Louis Notes.

(By Our Special Correspondent.)

—Geo. W. Julow, superintendent of the Security factory of the Hamilton-Brown Shoe Co., is in Ohio, spending a few days with his aged parents. He will visit the principal shoe manufacturing centres before he returns. Mr. Julow has been with the Hamilton-Brown Shoe Co. for 25 years, where he started at the bottom and worked his way up to superintendent. He is also a stockholder in the company.

—E. Robin, of the United Shoe Machinery Co., has returned from Mexico and Moberly, Mo., and says the factories there are working to their full capacity. The Brown Shoe Co. operates the one in Moberly and the International Shoe Co. operates the one in Mexico.

—Joseph Schopp has accepted the foremanship of the Security factory packing room of the Hamilton-Brown Shoe Co. He came from Minneapolis, where he accepted a position recently. Before going there he was with Burrow, Jones & Dyer Shoe Co. for a number of years.

Chas. E. Ross, superintendent of the American Gentleman factory of the Hamilton-Brown Shoe Co., has returned from a ten-days' business trip in the East. He says the Eastern manufacturers anticipated no change in business because of the reduction in the tariff.

—John C. Roberts, the multi-millionaire vice-president of the International Shoe Co., a \$25,000,000 corporation, and sole owner of the new St. Louis Star, a large evening daily newspaper of this city, had Frederick B. Warren, the editor of his publication, ousted bodily from the editorial office and searched for concealed weapons, but none were found. As noted in these columns in last issue, Mr. Warren sued Mr. Roberts, claiming breach of contract, and this helped to widen the breach between them. Both have employed able counsel and it will be a hard fought case. Circuit Court Judge Hugo Grim has appointed Thomas E. Mulvihill as special commissioner to take depositions in the suit November 11th.

—Several architects have submitted plans for the Hamilton-

Brown Shoe Co.'s new factory at Union, Mo., and the selection will be made this week, and next week, in all probability, the site will be selected.

—Caleb Kimber, superintendent of the American Lady factory of the Hamilton-Brown Shoe Co., departed recently on business for his company. He will be gone two weeks and will visit all the principal shoe manufacturing centres, with the view of keeping in touch with modern methods and the latest styles. The Hamilton-Brown Shoe Co. sends their superintendents on a tour of inspection twice a year.

—The Friedman-Shelby branch of the International Shoe Co.'s sales amounted to \$408,053.70 in October, a net gain over a year ago of \$52,375.66. In 10 months and 21 days they gained \$139,434.81.

The Peters branch of the International Shoe Co. shows a gain of \$1,381,761.72 in ten months and 22 days. Shipments for Oct., 1913, \$903,247.89; shipments for Oct., 1912, \$793,272.96; gain for October, 1913, \$109,974.93. Shipments from Dec. 10, 1912, to Oct. 31, 1913, (inc.), \$8,346,782.42; shipments from Dec. 10, 1911, to Oct. 31, 1912 (inc.) \$6,965,020.70; gain for 10 months and 22 days, \$1,381,761.72. Shipments all made from St. Louis to regular customers.

The Roberts, Johnson & Rand branch of the International Shoe Co. shipments to customers are as follows: Shipments for October, 1913, \$1,340,846.29; shipments for October, 1912, \$1,350,431.16; loss for October, \$9,584.87. Shipments from December 10, 1912, to Oct. 31, 1913, (inc.), \$13,434,925.13; shipments from December 10, 1911, to Oct. 31, 1912 (inc.), \$12,755,927.22; gain for 10 months and 22 days, \$678,997.91.

These firms publish their shipments every month, as did the Hamilton-Brown Shoe Co. until the last several months, when they discontinued the practice they had adhered to for 20 years. They will give to the public the amount of their shipments at the end of the year.

Standard Button Fasteners



8 Cents Per 1000

**We also manufacture Hand
Button Fastener Machines,
Heel Protectors, Triangles
and other shoe findings.**

Standard Shoe Machinery Co.

11 Shawmut Street

Providence, R. I.

shoemaker of the old school, experienced in all departments. Before going to the Security factory he held a commission as shoe inspector and quality man for the United States Government and is said to be one of the best judges of a well-made shoe in the West. He was with the Brown Shoe Co. for 14 years.

—R. M. Henchman, purchasing agent for the Hamilton-Brown Shoe Co.'s 21st street factories, is back at his desk after a ten-days' vacation.

—Walter Clark, who was foreman of the lasting room of the Hamilton-Brown Shoe Co.'s Sunlight factory for 10 years, late of A. Priesmeyer Shoe Co. of Jefferson City, Mo., and now assistant superintendent of the new factory of Burrow, Jones & Dyer Shoe Co. at Louisiana, Mo., was a visitor in St. Louis recently, renewing old acquaintances, and on business for his firm.

—The meeting of the Association of Superintendents and Foremen was well attended last Tuesday evening, and all the members are working hard to increase the membership to 500 by January. It is one of the largest and most enthusiastic associations of its kind in the country.

—The United Shoe Machinery Co. are getting in readiness a complete equipment for the Morris Bros. Shoe Co. at Quincy, Ill. W. J. Morris is at present superintendent of the International Shoe Co. at Mexico, Mo., and Frank Morris is superintendent of their factory at Kirksville, Mo. They were in St. Louis recently on business concerning their new undertaking. Before going with the International Shoe Co., they owned and operated a factory at Mexico, Mo., under the name of Morris Shoe Co., and were quite successful. Both are technical and practical shoe manufacturers and are energetic, progressive business men.

WALPOLE BUTTONS.

The Walpole Shoe Supply Co. is showing a handsome line of fancy buttons in fourteen and sixteen ligne sizes. These buttons are made fast color in all the standard shades. A special feature of the buttons is the method of attaching the shank, which insures great strength and makes it practically certain that the buttons will not be pulled off in the lasting process.

OUTPUT OF THE INTERNATIONAL SHOE CO.

We wish to call attention to a mis-statement made in a recent issue of American Shoemaking, wherein it was stated that the International Shoe Co. make 1500 pairs of shoes per day. They report that they are, at present, turning out sixty 36-pair cases, or 2160 pairs daily.

GERMAN MACHINERY EXPORTS.

Germany exported \$1,870,000 worth of shoe and leather machinery in 1912. Exports of shoe machinery from the United States amounted to a little more than \$1,000,000 in the same year. Germany has made great strides in machinery building the last few years. It now provides most of its own machinery, and it exports \$250,000,000 worth of machinery to foreign nations. It is the greatest exporter of machinery in the world. It has quadrupled its exports of shoe and leather machinery the last five years. At the same time, it has kept its imports of shoe and leather working machinery down to a level of about \$250,000 annually. Doubtless, a part of the development of the machinery industry in Germany is due to the German system of industrial education.

The above statements are from a consular report forwarded by H. W. Harris, United States consul general at Frankfort.

—Harry Hefler has been promoted to a position as foreman of the edge making department at the factory of E. E. Taylor Co., Nashua, N. H., succeeding John Grey.

If the seams of your patterns are graded you will have trouble.

The PRESTON POWER CUTTING GRADING MACHINE

grades patterns without grading the seams.

Is your pattern maker using this machine ?

A.F. PRESTON

280 Dover Street, Boston, Mass.

DEATH OF ASHMEAD GRAY RODGERS.

Ashmead Gray Rodgers, for 12 years superintendent of the Carborundum Company's plant at Niagara Falls, died October 23rd, 1913, as the result of injuries sustained through an accident October 5th. Mr. Rodgers had a host of friends and acquaintances throughout the mechanical and chemical world, and they will sincerely feel the loss of a man who was so pleasing in personality, democratic in his attitude to others, and so capable in his chosen line of work. Mr. Rodgers was a native of Albany, N. Y., having been born there in 1872. Previous to his coming to the Carborundum Company as superintendent, he was superintendent of the Eddy Electrical Company at Hartford, Conn. His funeral services were held Saturday, October 25th, from St. Peter's Church at Niagara Falls, and was attended by several hundred of the employees of the Carborundum Company, members of the Niagara Club and other friends. Mr. Rodgers was a member of the American Chemical Society, Engineers' Society of New York, Chemists' Club, Niagara Club, University Club and Country Club of Niagara Falls, and several other scientific and social organizations.

PERSONAL ITEMS.

—Harry L. Addition, cashier of the Merchants' National Bank, has been appointed assistant treasurer of the Manchester Shoe Mfg. Co. He will assist Treasurer William O. McAllister, who has been ill for some time. The Manchester Shoe Mfg. Co. are the owners of the factory in East Manchester, N. H., which is occupied by the Kimball Shoe Co.

—Arthur Plouffe, formerly employed at L. A. Crossett's, North Abington, Mass., and recently at L. Q. White's, Bridgewater, Mass., has accepted a position as inspector in the shipping room of the Sears-Roebuck factory at Holbrook, Mass.

—William H. Wing, who has been with the E. S. Woodbury & Co. of Salem, Mass., for the past five years, is now in charge of the packing room for Strout & Stritter of Lynn.

—Mr. George W. Coffin, recently became foreman of the making room of the Strout & Stritter factory at Lynn, Mass. Mr. Coffin has been with Getty & Scott of Galt, Ont., for the past two years.

—Mr. Julius Lesser of the firm of Lesser Brothers, New York, was in Boston last week, where he met with great success in a business way with the shoe manufacturers. He reports that the outlook on ivory shoe buttons for the white season looks very big and that pearl buttons are coming in again with great demand for gray and black.

—Mr. Murray Alley, formerly employed by the A. E. Little Co., of Lynn, Mass., is now connected with the Auburn (Me.) office of the United Shoe Machinery Co. as road man.

—Mr. P. S. Haskins has accepted a position with C. W. Dean & Co., Natick, Mass., having resigned a foremanship at the C. J. O'Keefe Shoe Co., Marlboro, Mass.

—Charles Hutchins, Jr., has resigned his position as assistant superintendent of the Rice & Hutchins factory at Rockland, Mass., and is going to Brazil, where he will superintend a shoe factory.

MEETING OF ASSOCIATION.

A meeting of the New England Shoe and Leather Association was held at the headquarters of the association, 166 Essex street, Boston, Wednesday, Nov. 5. A report of the shoe and leather trade conditions in South America was given by Secretary Thos. F. Anderson, and brief addresses on this subject were also made by Mr. F. Abbott Goodhue, Mr. Frederick F. Cutler and Mr. Owen S. Chandler.

—"I see Bill has fitted his car with a new siren."

"Yes—a good-looking one, too."

Ashland Leather Co.
ASHLAND, KY.

**Scoured Oak
Sole Leather**

**Rough Belting Butts,
Bends, and Shoulders,
Backs, Bellies
and Heads.**

**Tanned From Packer
Hides, In Vats With
Oak Bark.**

GENERAL SALES OFFICE

**180 No. Franklin Street
CHICAGO**

BRANCHES

Boston—St. Louis—Rochester—Los Angeles

CARLOAD LOT SHIPMENTS FROM LYNN.

Lynn manufacturers are so well pleased with their new method of shipping shoes in carload lots to Chicago that they are now planning to ship shoes in carload lots to St. Louis. The Chicago bound shoes are taken from Lynn to Chicago in three days, which is just one-half the time required by former methods of shipping shoes to the Western metropolis. Besides, there's a big saving on the freight rate. On Saturday, Nov. 1, 12,000 pounds of Lynn-made shoes were put into one car and were sent to Chicago. This was probably the largest single lot of shoes that has been sent out of Lynn.

For the further development of modern methods of shipping shoes, the new Lynn Chamber of Commerce has established a traffic bureau. It is in charge of William H. Day, Jr., of Lynn, who was for three years chief clerk in the Lynn freight office. He will give his entire time to studying the quickest and cheapest means of shipping from Lynn, shoes, leather and other merchandise.

BIG ORDER FOR ARMY SHOES.

The W. H. McElwain Co. has been awarded a contract to furnish 167,000 pairs of shoes for the army. The Federal authorities pay \$3.00 per pair for the shoes. A government inspector will write his name on

every sole used and, after the shoes are completed, they will again be submitted to government inspection. The fact that the National Guard is now using the army shoe, as well as the men in the regular service, has brought out this demand. Mr. Trull, general superintendent of the plant, in discussing the big order, said that they could fill the order in four days if their entire attention was devoted to the work.

LARGER SALES OF WOODEN SHOES.

It is reported that sales of wooden sole and wooden shoes have doubled during the past two years. The gains have been made chiefly in the dairy sections of the Middle West, especially where Dutch and German people live. Retailers are pushing the sale of wooden shoes, and are finding that in these days of high priced leather many thrifty persons are willing to get along with the economical and durable wooden sole shoes. They are favored by men who work in dairies, breweries, canning factories and other places whose floors are damp, because they keep the feet dry.

—Oran McCormick, editor and publisher of Modern Shoemaking, sailed for Europe on the Lusitania November 5. He has gone abroad for the purpose of interesting European manufacturers in an international shoe trade publication.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—A first-class stitching room foreman in large factory making women's welts and McKays; must be good organizer and competent to take full charge. When writing state full particulars and enclose copy of references. Address 5201-W, care of American Shoemaking.

WANTED—A cutting room foreman in small factory making women's turn shoes. Address 4201-M, care of American Shoemaking.

WANTED—A stitching room machinist in large New England factory making men's McKays and welts. Write stating experience. Address 3702-H, care of American Shoemaking.

WANTED — An opportunity is open for a fitting room foreman with small concern making women's turn shoes. Address 4202-M, care of American Shoemaking.

WANTED—Lasting room foreman on a fine grade of welts, turns and McKays in women's, misses' and children's. Also assistant finishing room foreman. Kindly give reference and experience. Address 8202, care of American Shoemaking.

WANTED—A first-class accountant, one competent to figure the cost of a shoe and do general office work. Must be able to talk both French and English and handle correspondence; must be strictly temperate and of good character. Apply stating where employed at present, and enclose references. Address O. B. Shoe Co., Ltd., Drummondville, P. Q., Canada.

WANTED—Information regarding good shoe store or other business for sale. Send description. Northwestern Business Agency, Minneapolis.

WANTED—Pattern maker wanted at once, apply to A. F. Preston, 280 Dover St., Boston, Mass.

POSITIONS WANTED.

POSITION WANTED as purchasing agent or assistant, by young man with office, factory and selling experience. Knows values of machinery, machine parts and supplies. Willing to start at a moderate salary, and I will save you money. Address 1002, care of American Shoemaking.

POSITION WANTED as foreman of lasting room on welt work, all grades; thoroughly qualified and familiar with all machines and in teaching help, or would consider a position as inspector. Best of references. Address 206-, care of American Shoemaking.

SITUATION WANTED by sales manager and advertising director. A young man experienced in supervising travelers, who has specialized on territorial development and sales promotion work, and who knows how to dig up the prospect and engage his attention, desires position as sales manager, advertising director, or both, where there is need for constructive ability and an opportunity to locate permanently in or near Boston. Actively employed by prominent manufacturer of staples line, but available upon reasonable notice. Address 1807, care of American Shoemaking.

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POSITION WANTED as foreman of making room on men's McKays or welts; can run and repair all machines. Best of references. Address 701, care of American Shoemaking.

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POSITION WANTED—Stitching room foreman wants position. First-class man, having had long experience on men's, women's and boys' shoes. Can teach help and repair machines. At present employed, desires a change. Best references. Address 502- care of American Shoemaking.

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SOLE LEATHER MAN desires position. Has had long experience as foreman on men's and women's fine work. Expert on cutting, manipulating and stock fitting. Best of references. Address 1103, care of American Shoemaking.

POSITION WANTED as foreman of bottom finishing department, from heeling to packing. Address 207, care of American Shoemaking.

POSITION WANTED by a young man as stitching room and cutting room foreman and pattern designer, excellent ability and a high grade man. Would like to have an interview with the firm who would like a man who can meet with best of results. Can furnish references as to honesty and ability. Address 804, care of American Shoemaking.

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POSITION WANTED as foreman of finishing room or finishing or packing room or quality man; understands all methods of finishing. Am willing to give demonstration of ability and go on trial for four or six weeks. Can furnish best of references. Address 304, care of American Shoemaking.

POSITION WANTED — A first-class cutting and stitching room foreman is open for a position, at present employed, but desires change. Can furnish best of references. Address 303, care of American Shoemaking.

POSITION WANTED as foreman of fitting room on men's and boys' medium or fine welts or McKays. Competent to instruct green help. Will go anywhere. Best of references. Address 1806, care of American Shoemaking.

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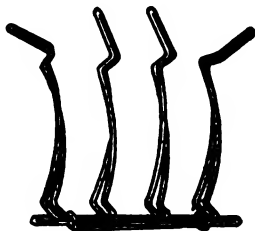
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East Cambridge, Mass.**

A WEEKLY JOURNAL OF SHOE FACTORY INDUSTRIAL LIFE AND THINGS PRACTICAL

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SOUTH AMERICAN OPPORTUNITY

It is pleasing to read about the tremendous opportunity for export business for our shoe manufacturers as enthusiastically outlined by Thomas F. Anderson, secretary of the New England Shoe and Leather Association, at a recent meeting. Before his trip abroad, Mr. Anderson had spoken very pessimistically of foreign opportunities, and had appeared to take the stand that American markets would be flooded with foreign footwear if a loophole was left open.

His remarks, therefore, as quoted below, have more than ordinary weight, as they are quite contrary to the opinions expressed by him before his trip abroad. The fact that we are successfully meeting the competition of European countries in South America is plainly set forth by Mr. Anderson, and the conditions that he finds in the countries visited, must add greatly to his own cheerfulness and optimism, as well as that of those members of the association who have been fearful of the ability of our manufacturers to meet competition and continue our exports to foreign nations.

We quote in part from Mr. Anderson's address:

"Opportunities for our New England manufacturers of boots and shoes and leather exist in

every one of the South American countries visited by the recent Boston Chamber of Commerce delegation, and in every country of Latin-America, for that matter.

"Even in the smallest, poorest and least-developed of these countries there are some who will be satisfied with nothing in the shape of footwear except that produced in the United States, which today leads the whole world, and unquestionably will continue to lead it, in respect of quality, style and workmanship, indefinitely.

"It is not so much the business opportunities of today or of yesterday in South America that we who have so lately visited that interesting collection of republics are thinking of, as the opportunities of tomorrow. Five, 10, 25 years from now there will be a new South America for our manufacturers to invade—a South America with larger population, higher cultural development, more wants, more money to spend in filling them, and, what is most important of all, a better understanding of and more sympathy with its neighbors in the United States.

"The American shoe (and that really means the New England shoe, for three-fourths of the 30 to 40 lines of Yankee footwear

that are now being sold in South America are New England brands,) already is blazing a broad and luminous trail throughout the South American continent. Like the Boston Chamber of Commerce tour, it is a commercial pioneer of great value to our North American people in their laudable but somewhat belated determination to capture their rightful share of this Latin-American market.

"It is a happily-balanced proposition, too, for our New England tanners want the hides and tanning barks and extracts of South America as much as the people of South America want our footwear. All we've got to do in order to get a goodly slice of this business is to go after it, but there is a right way and a wrong way to go about it. Don't let us forget that."

SELLING SHOES IN FIFTY-FIVE COUNTRIES.

Reports from the more aggressive shoe manufacturers, and especially from those who are looking abroad for a share of their business, show activity and, in many instances, a considerable increase in output from the record of previous years.

Among those recently reporting on the subject is the T. G. Plant Co. This concern states that orders on hand are 8 per cent ahead of last year, that sales for the past year are \$700,000 ahead of 1912, or a gain of 9 per cent, that duplicate orders for fall and winter are fully up to previous years. But what is, perhaps, the most striking feature, is the statement credited to this concern that "Plant shoes are being sent to fifty-five foreign countries."

The average shoe manufacturer will find it exceedingly difficult to name from memory fifty-five countries and, as for doing business with this number, very few of our manufacturers would think of attempting it.

The fact that it is possible, however, for one concern to sell its shoes to fifty-five different nations must mean that the oppor-

tunity exists for others to do as well.

The selling energy of the Plant Co. must have been singularly well directed to have brought about this unusual accomplishment. It is, we believe, a feat that has not been equalled by any other shoe manufacturing concern in the United States, unless it is by the Geo. E. Keith Co.

But the lesson which this record of accomplishment teaches is that the possibility of profit for our shoe manufacturers is not confined to this country, and if all producers will make an effort to extend their trade abroad, our exports will show a tremendous increase in 1914, and there will be less complaint of "between season" dullness from shoe manufacturers. We hope to be able to record the fact that some shoe manufacturer, during 1914, has exceeded the record of selling its product to fifty-five nations. Certain, it is, that a much larger number of our shoe manufacturers can secure export business if they will go after it in earnest.

WEALTH OF NATIONS.

Karl Helfferich, director of the Deutsche Bank, has made a report to the Kaiser of the wealth of the German nation, showing an aggregate of 75,000,000,000 to \$78,000,000,000. The wealth of France is placed at \$60,000,000,000, of England at \$57,000,000,000 to \$65,000,000,000, and of the United States at \$124,000,000,000. The German per capita wealth is placed at \$1100 to \$1200; French, \$1425; British, \$1250 to \$1385, and American, \$1360. The annual income of the German people is reckoned at between \$9,000,000,000 and \$10,000,000,000, of which about one-sixth is used for public purposes.—Engineering and Mining Journal.

—The employe who is not loyal to his employer is often among the first to complain of that employer's lack of loyalty to his help.

Factory Methods and Systems

"Cost of Production."

Article XVI.

By G. H. Force.

Those who have employed day workers only, hardly know what one on piece work can do; in fact, an employe hardly knows himself at the beginning.

The science of costs will never be complete until the factory has a modern, up-to-date organization, well systematized.

In figuring the cost of production, labor is one of the greatest factors, and accountants and systematizers have been employed, at high salaries to devise ways and means that will establish the labor cost at a permanent figure and, at the same time, increase instead of lessen the efforts of the employes. To this end, the piece work system has been established in 50 per cent of the factories of this country.

The most important feature of the piece work system is that it fixes an established price on the labor cost of work. It is no easy matter for a superintendent or foreman to tell just how much every employe can do if they never had them on piece work. If the mistake is made in establishing the piece work system at too high a rate and a cut should be necessary, trouble is sure to follow that may prove serious. It often spreads to other departments, and the writer has known of one case where a reduction in one department not only spread over the factory, but went from one small lasting room to the firm's six plants, and practically curtailed the output of these factories for several months.

Those who have employed day workers only, hardly know what one on piece work can do; in fact, an employe hardly knows himself at the beginning. Piece work makes an employe do his very best every day, and doing the best every day increases his own capacity to do more, just as the blacksmith's muscles are developed by his daily work. The department that has always had day work will object to piece work. The universal objection they will offer is that they can't make anything. When they are told that the piece work is to be established in the department, they think it is for the reduction of expenses in the way of a decreased wage for the employes, and it is hard to make them believe differently. The writer at one time had charge of a department where 187 were employed.

The department had always been operated under the week work plan. It was crowded and the floor space seemed inadequate. The output of the factory was increasing and things kept getting from bad to worse. After due consideration, the piece work system was decided

upon. A good deal of time was spent in the going into every little detail. After several weeks had elapsed, a schedule of prices was decided upon for almost every operation.

When the help was informed about the change, they said they could not make a living at such wages, abused everything and everybody that had any connection with the firm in an executive capacity.

To save trouble, the department was left as it was for a few days. Without saying a word to anybody, the writer singled out one of the packers, who happened to be the best one, one that was honest and conscientious, but not very well liked by the rest of the packers. She was told confidentially about the other packers reporting to the writer about her not doing as much work as they did. She was given a book that day and told to make a record of her work. That night, when the writer figured out her work at the price he had decided upon paying, he found she had made \$2.17 against \$1.35 on day work. She was 82 cents better off. The next day she was told thereafter she would be a piece worker. That day she made something over \$1.00 more than she had been making on day work.

Nothing was said to anyone else in the room about piece work, but on the third day she made nearly as much as the other two packers made who were week workers. When they found this out, they came to the writer and begged to be put on piece work, and so did every employe in the department, and their wishes were gladly complied with.

At the end of the week, the floor was all cleaned up, and the second week they were going home early and felt more friendly and independent. The sleepy-heads and lazy-bones were dropped from the payroll and the rest of the help, on an average, drew one-third more salary, and the department was operating at less expense with greater dispatch, because the organization was

better. In that factory today, the piece work system is in every department, from the cutting room down, with very few exceptions.

It is necessary to know the exact cost of production in order to establish a selling price. The difference between the cost of production and the selling price plus cost of selling is profit.

All sound business is established with the aim of legitimate profit in view. Profit should be accumulated in sufficient proportions to amply take care of the interest on the money invested, insurance and ample remuneration for management.

The science of costs will never be complete until the factory has a modern up-to-date organization, well systematized, under the management of a technical and practical superintendent, who thoroughly understands material, labor, depreciation and management. With a thorough knowledge of these, the science of costs is only a matter of form; without them, it is more or less guess work, and success depends entirely upon what Providence allots those who have taken the chance. Not only does the science of costs aid us in establishing the amount of profit we should add to the cost of the finished product that is to be manufactured, but it is a check against loss of material and findings throughout the factory, which is an important factor in management.

There are many who believe the first points in a factory cost system are its records. Aside from using them to refer to as a basis on which to estimate, they are no more related than is a horse to its driver. A great mistake is made where the cost of production is figured from past records. The reasons are obvious.

1. Because they may be inaccurate.
2. Because they may be incomplete.
3. Because the factory may have been operated at a loss.

4. Because they are only a partial history or record of what the factory may have done.

5. Because it may not be modern and up to date.

6. Because it would not be scientific or founded from research or study.

The cost of production is a factor equally as important as is the shoe itself, the finished product. Therefore, the cost accounting system should be established with care, be simple and complete.

Some manufacturers estimate the cost of production from past records. They are not sound business men, much less progressive, and make up the failures. Those who do not fail entirely, are a failure, partially, inasmuch as their business does not increase to any great extent. Many keep plodding along and merely eke out an existence more from luck and sympathy of their personal friends than anything else.

The writer was in New Orleans some years ago; while visiting one of the shoe factories there, one of the largest wholesale merchants called at the factory and asked the president how much he would charge him on 2,000 pairs of a certain stock shoe. I was astonished when he answered he did not know, that he would have to have a few days' time before giving a definite answer. The merchant wanted the shoes for a railroad camp in Mexico and could not wait that long for an answer. He said he already had prices from the other factories making a shoe almost identical, and, therefore, would have to give them the order.

It is often the case that a superintendent is called upon to make a special order on short notice, and it is absolutely necessary to have the cost data at hand. It is often the case that the special orders being a little out of the ordinary pay best, and being prepared to take care of just such emergencies, is one of the great secrets of successful business men.

(To Be Continued.)

QUESTIONS AND ANSWERS.

Editor, American Shoemaking,
Boston, Mass.

Dear Sir:

I wish to ask through your valuable journal, the best method to keep naphtha wash and polish from the white upper sides of edges of fine Goodyear shoes. We make many shoes with white welt and white Goodyear stitches, and in dressing and cleaning, it is a constant struggle not to stain the top of the welt.

Answer No. 1.

In reply we will state that for some time past the Novelty Edge Protector people have been working on this problem to produce an edge protector which will conform itself to the various styles of forepart edges and still fit each shoe in the shank. So far this concern has not developed a successful device. It is only a matter of time, however, when some such a device will be produced—must be produced to meet the demand.

In the meantime, however, no better way has come to our attention than that generally used



on fine work, of sliding a piece of tin, properly shaped and smoothed, along on the top of the edge with one hand so as to keep the sponge or brush from coming into contact with the stitching as the wash is being applied with the other hand.

In some places a piece of tin, zinc or copper, shaped something like the above figure, with edges smoothed and corners rounded, is used. This shape conforms somewhat to toe, shank and sides of edge.

This is placed between the edge and sponge, being held in the left hand and properly slid along, keeps the wash from the white stitches.

Correspondence With Spanish-American Firms

The language of Central America is Spanish, and very few of the business houses there can correspond in any other.

The Spanish form of correspondence is considerably different from the terse, almost curt, form of the United States.

(Commercial Agent Garrard Harris.)

Editorial Note.—The following article, the first of a series by Commercial Agent Garrard Harris, deals with subjects which have been treated at various times in the Daily Consular and Trade Reports, but which deserve constant attention from American exporters. Successful cultivation of the markets in Spanish America depends largely upon conformance to customs and methods prevailing there, and in this report Mr. Harris discusses, chiefly from the Spanish-American merchant's point of view, the subject of business correspondence.

The language of Central America is Spanish, and very few of the business houses there can correspond in any other. It is to the interest, therefore, of business men of the United States having dealings with these Spanish-speaking countries or seeking business therein to learn some of the idiosyncrasies of the people, ignorance of which in many instances militates against the cultivation of closer relations and the furtherance of commerce.

To the average business man of the United States some of the matters stated here will appear trivial, and hardly believed to have any influence one way or the other. We of this country look so much to results and the absolute essentials as the only things worthy of note that matters not intimately connected with these are dismissed as of no appreciable value. But when it is shown that these apparently trivial matters actually do have a bearing upon direct results, it is worth while to pay attention to them.

Conformance to Spanish-American Standards.

It must be borne in mind that we are dealing with a different people, with different ideas and ideals, the antithesis in temperament and training of the American business man. Accordingly, if success is to follow our relations with them in correspondence, we must adapt ourselves to their views and conform to their standards, as they are the ones being sought. Their peculiarities must be accepted as a fact that we cannot change, and conformance to their point of view will result beneficially. Just what these peculiarities are is a matter most business men seeking trade connections in Latin-American countries do not learn until they have persisted for a long time, or else have employed competent natives or Spanish scholars to conduct their correspondence and have allowed some latitude in the composition of letters. Even in the latter case it is well to understand just how the business men of the Southern countries view correspondence, and what the accepted and best business customs happen to be.

In Central America a letter is more or less of an event. To a considerable extent correspondence is still conducted by means of the pen, transportation is less highly developed than in the United States, and steamships do not arrive every day; therefore, letters are not so common as in the United States. Being more of a rarity and usually of actual business value, they have a higher regard for a letter as a docu-

ment of importance than we have. Naturally, being an important document, it is more closely scrutinized and criticised, and is expected to conform to the established standards.

A first-class business house in the United States is mindful of the value of good impressions. The stationery is of the very best quality; the letters are carefully typewritten, carefully composed, and altogether, according to accepted standards, artistic and perfect examples of the art. Why, then, should business houses be so careless in their correspondence with foreign concerns who set even greater store by external and small points than we do?

Failure to Pay Full Postage.

First of all is the matter of postage. The average American firm often leaves the correspondence to be stamped by the office boy, the porter, or perhaps in late afternoon by a stenographer hurrying to get off duty. Thus, letters come to foreign business houses bearing insufficient postage. A notice is sent to the addressee, he goes to the post office, pays the amount and a fee for the arrested letter, only to find, perhaps, a quotation on goods or a circular calling his attention to some article.

On the other hand, if it is a business letter of importance the recipient cannot possibly have a high estimation of a firm so careless or ignorant of an essential matter like postage. This sort of thing is constantly happening. In fact in San Jose, Costa Rica, it is not uncommon to hear a business man respond in answer to a salutation and inquiry as to where he is bound. "To the post office to buy my American mail."

Not only is a constant recurrence of such a thing an unwarranted drain of petty cash in the case of a house with large correspondence, but it takes the time of a clerk or the head of the house to make the trip to the post office, very often for trivial communications. This is the chief source of complaint against the business men of the United States,

and one easily remedied by an understanding of its significance and by attention to this detail.

Terse Style Not Liked.

Next in order of objection is the literal Spanish version of some business letter. The epistle is drafted in English and the Spanish clerk given instructions to put it, word for word, into Spanish. The result is a creation fearful and wonderful to behold in the estimation of the recipient: The Spanish form of correspondence is considerably different from the terse, almost curt, form of the United States. There is more of salutation, of thoughtfulness, and less of blunt expression; more of the personal note, so to speak, and finally a conclusion that would seem florid to the American business man. The absence of these evidences of good business breeding (according to the standard of the man to whom it is addressed) is a puzzle to the average Spanish-Speaking business man. He does not know whether to become offended at the implied lack of respect and kindly interest in him, or to be merely amused at the exhibition of ignorance on the part of the American. In either event it is not the frame of mind the writer would have his effort produce, nor is such a state of mind conducive to the best results.

It can be obviated by the employment of first-class Spanish scholars familiar with the forms of correspondence. The English letter can be dictated, but the translator should be given latitude and required to follow literally only quotations or other essentials.

Signature and Address.

So small a matter as the signature may be the cause for umbrage. If Smith & Brown send out a letter signed "per Jones," or "per M," or anybody else than the principals, the recipient concludes that Smith & Brown do not estimate him or his business very highly, or else they would not allow a mere clerk to carry on the correspondence and sign the letters addressed to him. He thinks that a person of at least

equal dignity with him as head of the firm should sign the letter.

The address is also a matter that sometimes is unfortunate in its effect. An American firm would not care if its letters were simply addressed "Smith & Brown, Washington, D. C.," or "John M. Smith, Washington, D. C." Yet the failure to put the titles of "Senor" or "Senors" or "Don" where it is proper and where the person addressed is entitled to it, is likely to a certain extent to prejudice the recipient against the missive and its source.

These are small matters, it is true, but they are matters that custom and education and long use have made proper in the Latin-American countries. Conformance to them is easy, and is very likely to produce good results.

These are the principal objections to correspondence with American houses, together with the allegation that the Americans are not so prompt about answering their correspondence as they should be. To eliminate these apparently trivial objections means a higher regard for the firms doing so and the facilitation of business.

TWO VALUABLE ASSETS IN SHOE MANUFACTURING.

There seems to be an idea among some sole leather foremen that they can break in a man for a sole leather sorter and in a short time he will become an expert. Now I disagree with any such idea, and I believe that the man who has worked four or five years at the trade is the right man to sort soles. The sole sorter, if an experienced man, can help a great deal in the stock fitting department. A man who has had experience in cutting soles can judge the different grades which are to be found in every side, and he knows just where they ought to go. Good stock fitting is the result of careful sole sorting. The man who knows how to sort soles is a valuable man for the shoe manufacturer, and he should think twice before refusing to

pay a good price for sole sorters.

When the man with the trained eye sorts he will have at the end of the day a good many classes of soles on his bench, and if it is figured out what he has saved against the man who has not had the experience, the question of wages could not be questioned. The high priced shoe should have a better sole than the cheap grade but it is often seen that on the high priced shoe the sole will wear out quickly, while the man who buys a cheap shoe may get a good sole. This can be attributed to the sole sorting department where the sorter was not the right man for the job.

Another point is the grading, and if we should watch the man who is skiving the soles, we will see that he has set his machine for possibly a ten or twelve-iron and is running through the whole pile. Just look at the pile of skivings that is left. How can the manufacturer figure the cost when he is employing a man to grade soles who has not had the right experience. A skilled sole sorter and sole grader are two of the valuable assets of the shoe business.

CLEANING AND DRESSING CHEAP AND MEDIUM RUSSIA CALF SHOES

A cheap and efficient method of cleaning Russia calf shoes is to have the shoes cleaned, dressed and polished before lasts or followers are taken out, instead of doing it on the trees. The system is this:

Take the case of shoes after bottom finishing and have them cleaned with the lasts in them. After shoe is dry, take and apply dressing, allow to dry and use a yarn brush to polish. The brush should run about 400 revolutions per minute. After polishing, the lasts may be taken out. Shoes may be handled this way much quicker and cheaper than putting them on the trees. This method will not cost over one cent per pair, and, if the proper dressing is used, the shoes will be uniform as to color and finish.

Age, With Experience and Knowledge vs. Youthful Energy With Inexperience

The idea is common that the young man with his youthful energy and strength, can accomplish more work in a day's time than the man further advanced in years.

The fact is made plain to all who visit our shoe factories that there is little room for the old man at the machines, and it would look as though the rule was applied in the running of our shoe industry to a marked degree.

John E. Lawton

Today there are many persons in control of the working forces in the industrial world, who believe that a man, or woman, has passed the best point of efficiency when at the age of 40 years.

The idea is common that the young man, with his youthful energy and strength, can accomplish more work in a day's time than the man further advanced in years.

This may be true in certain kinds of employment that do not require any special judgment or skill to perform, but the fact has been, time and again, demonstrated that man has not passed his best days of labor at the specified time allotted by the wise Dr. Ossler, but the events of the present day of improvements have repeatedly shown the world that most of our really great inventions and improvements have been made by the man who has passed the 40-year age limit, and it is well known that many of these improvements have been conceived after the age of 50 years has been attained.

The fact is made plain to all who visit our shoe factories that there is little room for the old man at the machines, and it would look as though the rule

were applied in the running of our shoe industry to a marked degree.

The old shoemakers today have scant recognition in the making of boots and shoes, as far as standing up to the machines used in the manufacturing thereof is concerned; but there is a good and valid reason for this condition to exist. The high speed at which all shoe machinery is driven is too much for the old shoemaker, and, as each machine must produce so many pairs of shoes every day, the work naturally goes to the man who will follow the machine.

The young man is placed at the head of the procession in the operating of shoe machinery; in this particular he is the right man for the position. If it were possible to instill some practical knowledge of the work he is daily engaged upon; if he could learn something about the detail of construction of footwear, how much more valuable to his firm and to himself would his services be!

At the present time many operators on shoe machinery are as automatic as the pulley on the main shaft. They do certain operations on each shoe; why, they

cannot tell; they simply do as they are taught. Many little things that would help the shoe in process of making, the old shoemaker would do to the shoe when he passed the work through his hands. This, the young man knowing nothing about shoemaking, cannot do; this is one place that would be benefited by experience.

The writer, visiting a machine shop where they made a special line of shoe machines requiring expert workmanship, asked the proprietor the question whether young men were more desirable than older men for making his machinery, the answer was, look around the room; tell me if there are any men employed here that have a young looking appearance; they all have gray hair on their heads.

We want the man with experience, the man who can do his work right the first time; if he is slow, provided his work is good, that is all we look for. We cannot afford to pay for the education of young impulsive mechanics; if they spoil work, after spending our time on it, we are the sole losers.

As illustrating how this rule is applied by the large shoe machinery company, that now practically controls the shoe industry, this same man, when in their employ, had occasion to gather a large number of men for some rush work. The manager, in sending him out into the by-ways and highways to pick up help, instructed him as follows: Be sure and hire all old machinists you can; give the preference to the oldest man every time. We want experience and we are willing to pay for it.

Many of the large railroad corporations have adopted this Osslerizing way for reducing expenses on their payroll. But look at the other expense account caused by wrecks and blunders made by men who lack that mature judgment, backed up with experience, that allows the older man to know just what to do.

Our system of manufacturing footwear is entirely wrong. We

have no apprentice system that enables the young man to learn all parts of shoemaking; there is no inducement for the introduction of these old and correct methods for educating our young men in the art of shoemaking.

When a young man, through some influence, is placed in charge of a department, or has the whole charge of the shoe factory, he is at a great disadvantage from lack of technical and practical knowledge about why certain conditions produce certain results. This kind of superintendent is now where he must depend entirely upon the advice of his assistants.

If he is fortunate in having good practical, efficient, and, above all, honest assistants, then he can extricate himself gracefully from many a bad situation, but, if on the other hand, he has selected for assistants, other bright young men who have only a theoretical knowledge gained from school books, there will certainly be a special fund required to be used for the education of this bunch of students.

This very condition bids fair to take place in some of the large shoe manufacturing concerns growing up today. While the ability of the younger men is recognized and, as a driver of help, some of them can wear medals, yet the real speed is from being able to have the work correctly done, and get a regular uniform condition at all times from the help employed.

NEW STITCHING MACHINE.

A machine that is attracting much attention in the stitching room is a back seam closing machine. The feature of the machine is that by moving a lever the tension is so loosened that the edges of the leather abut at heel portion. This machine is intended to take the place of the closer, which changes from regular to zigzag stitch. It is claimed that the loose tension method of the new machine is a much more satisfactory way of doing this work.

A Novel Last Storing System.

This system consists of circular, movable last bins, turning on ball bearings, as illustrated by the accompanying cuts.

Even the large size of these circular, movable bins may be turned quite easily when loaded with lasts.

The cost of construction is said to be less than that of wooden racks built along the side of the room.

Editor American Shoemaking,
Boston, Mass.,

Dear Sir:

I have been reading, with some interest, the answers to the inquiry regarding the storing of lasts, and wish to describe a system in use in certain New England factories, which seems to me to have very commendable features.

as shown in the illustration, is built around wooden spindles, is about 5 1-2 feet in diameter, and holds one thousand, eight hundred pairs of women's lasts each, when loaded. The movable, circular bins are built as follows: Two cast iron plates are made. The bottom one, which is fastened to the floor, contains a groove in which the balls run. The top

This system consists of circular, movable last bins, turning on ball bearings, as illustrated by the accompanying cuts. In the town in which these bins are said to have originated, they may be found in two sizes. In each case the rack is built four tiers high, and contains six compartments on a flat. The smaller size is built around spindles made of steampipe, hold from eight hundred to one thousand pairs of lasts. The larger size,

plate is attached to the lower end of the spindle, which extends down through it, and into a hole in the bottom plate. The balls must be large enough to bear the loaded bin without danger of crushing.

The bottom of each series of compartments is a circular, wooden bottom, strong enough to support the lasts. The sides of each individual compartment is also made of wood, as illustrated in the cut. While the fronts of each

compartment consist of a hoop of galvanized iron, the top edge of which is turned down in a fold. This hoop of iron is attached to the bottoms and fronts of the divisions with screws, and are rigid enough and strong enough so that the operative may climb up and stand on the bottom compartments to reach lasts in the top.

Even the large size of these circular, movable bins may be turned quite easily when loaded with lasts.

The cost of construction is said to be less than that of wooden racks built along the side of the room, and it is maintained by those using them that they take up far less space. It is claimed that the largest sizes of these circular last bins may be built at a complete cost of \$36 apiece, which is said to be less than the cost of tiers of last bins, with lumber and labor at New England prices.

The last man in one of the factories where these were seen, told the writer that all that he required was twenty inches of space in which to make up a case of lasts.

The superintendent in one of the factories where these last bins are in use, is so enthusiastic an admirer of their space saving and time saving qualities, that he asserts that he intends to make all his pattern racks for both upper cutting and stock fitting rooms on this plan, and he even went further and said that he thought it probable that the device would work equally well in his office.

The illustrations show the last bins in the stock room basement. There are many more of these on the lasting room floor, and they may be built in rows with every other one jutting in by to the center of the other row. This practically utilizes every bit of space which would ordinarily be wasted by a circular device on a rectangular floor.

Hoping that this description will be of some service to your inquirer. I remain as ever,

Most truly yours,

NEW METHOD OF HANDLING SPECIAL ORDERS.

A large producer of women's footwear in Lynn, Mass., has established a parcel post department. All special orders for single pairs or small lots of shoes are turned into this department. If the shoes are in stock at the factory, they are shipped at once via parcel post. If they are not in stock, then the shoes are made up. Twice a week this parcel post department sends its special orders into the factory. It makes up an order sheet for the shoes. On the sheet is specified the time when the shoes shall be in the cutting, stitching, lasting and finishing departments, and when they must be delivered to the parcel post department. When they arrive in this department, they are immediately packed in a special carton and shipped to the customer.

The parcel post department evidently meets the requirements of many shoe retailers, for it steadily increases the volume of its business. It is sending shoes, via parcel post, to all parts of the country, from Maine to California. It has made up in the factory, most any sort of a special pair of shoes that a retailer might want, such as wedding, reception and graduation shoes, to match dresses, and shoes of special measurements to fit fat ankles or extra large size feet. The factory pattern maker cuts patterns to fit the extra size feet. The patterns are filed, with the expectation that duplicate orders will come in for shoes to be made on it. It's sometimes the case that a retailer will ask the parcel post department to ship the shoes directly to his customer. A retailer in a country town, for instance, will ask the department to send a pair of shoes to a customer on the rural route. The other day a Portland (Me.) retailer asked to have a pair of shoes delivered to a customer in Seattle, Wash.

—If you want bigger business this fall than last, spend a little more money in advertising.

A Non-Royalty Line of Shoes Can Be Made by You as well as by Your Competitors.

They are making
a line of English
Welts, Turns,
Stitchdowns and
Ornamented Outsole
Lockstitched
McKay and
Nailed Shoes

on

UNIVERSAL

Non-Royalty

Machinery

and
Saving
Money

The Universal Rapid
Lock-Stitch Machine

Buy Real Machinery Instead of Rent Receipts.

*We have a good plan for you
Ask Us About It.*

Universal Shoe Machinery Co.

3727 Forest Park Bvd., St. Louis, Mo.

WETTING VAMPS BEFORE LASTING.

The writer happened to be in the lasting department of a large factory recently and was very much surprised to see the assemblers wet the vamps, tips and forepart of some russet shoes they were working on. It would seem almost certain that wetting the russet leather in this way would cause the shoes to discolor when they dried out and the wetted part of the vamps would necessarily be darker than the rest.

The shoes I saw were of a medium grade, selling for about \$3.00 at retail and upon inquiry I found that in many factories manufacturing cheap and medium grade shoes, I found that it was customary for them not to be over-particular in the manufacturing details and in the preparation of the work, as they figured that the time saved in quick lasting by such methods as wetting the vamps, more than offset the labor of repairing the damage done.

If this wetting process is necessary it would seem far better for

the operator to wet the entire vamp and then the shoe would dry out the same color.

RUBBER BUFFING PAD.

F. A. Thurston has invented a rubber pad for use on machines for buffing sheet materials, such as box toes, flat counters, etc. A feature of the invention consists in a rubber pad made of hard and soft rubber, the hard portion being reinforced with wood, while the soft part is left without any reinforcement.

The object of this form of construction is to prevent the buffing of the counter or box toe except at the edge, this being prevented by the soft rubber coming under pressure so that the abrasive does not act on the material, while the portion of the counter or box toe, which rests on the reinforced hard rubber, is acted upon by the abrasive and properly buffed.

Counters made of fibre and leatherboard were shown which had been buffed to a much finer edge than could be produced by ordinary methods of buffing.

New Patents in the Trade.

What They Are About and the Claims Made for Them.
Tabulated List of Patents Issued on Shoe Trade
Devices.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information regarding which may be had through the office of American Shoemaking.

Lasting Machine—No. 1,077,411, to Euclid I. LaChapelle.

Instep Support—No. 1,077,871, to William F. Connell.

Arch Support—No. 1,077,864, to James W. Arrowsmith.

Sole Bridge—No. 1,077,845, to Joseph David Manblatt.

Burnishing Machine—No. 1,077,349, to Walter Jackson and Harold Nichols Pochin.

Heel Pricking Machine—No. 1,077,929, to John E. Glidden, deceased, by Sadie E. Glidden, administratrix.

Pulling Over Machine—No. 1,077,938, to Ronald F. McFeely.

KNIFE FOR LEATHER SKIVING. MACHINE.

No. 1,076,984.

Letters patent have been granted Alexander M. Alexander on an invention which relates to a cylindrical

knife adapted for use in leather skiving and other machines.

The object of the invention is to provide an improved knife, the blade of which may be readily adjusted to compensate for wear occasioned by grinding the same, or may be readily removed and replaced by a new blade when worn out.

With this object in view a feature of the invention contemplates the provision of a holder for exteriorly supporting the blade to give it the required rigidity, and means for moving the blade axially of the holder to enable the blade to be accurately and readily adjusted.

A further feature of the invention contemplates the provision of a holder for exteriorly supporting the blade, means for moving the blade axially of the holder, and means for clamping the blade against the holder to securely hold the blade in position and insure a true cylindrical blade.

LASTING MACHINE.

No. 1,077,411.

Letters patent have been granted Euclid I. LaChapelle on an invention which has for its object to provide a lasting machine having means for setting and for fastening to the last the tip and the adjacent parts of the upper including the seams, in a more satisfactory manner than has heretofore been accomplished.

A novel and important feature of this invention resides in the means by which the upper is held toward the last by certain of the straining means while fastenings are applied to the last at other points which are not held by straining means at this time. It is the present custom to release all the straining means before fastenings are applied to the last. This causes the vamp and the tip to spring away from the last before the fastenings have been finally inserted in the work. This feature of the invention prevents the vamp and the tip from springing away from the last before and when fastenings are inserted, which has been an objectionable feature in machines of this type. It is to be understood that nails or tacks can be dispensed with on the tip or on the toe of the vamp when suitable wipers for the final lasting of the tip or of the toe portion of the vamp are embodied in a machine of this type, as the tip is then

WINSLOW BROS. & SMITH CO.

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L. C. 15

As Valuable as the
CLICKING PRESS

The British United Sh

Leicester, - -

The No. 15 Lining Cutting Press

ADVANTAGES:

1. Will cut linen linings a thickness at a time.
2. Sizes properly indicated.
3. Prick holes to show the proper allowance for seams and locations of buttons.
4. Fitted with clamp for holding the lining in position while cutting.
5. Fitted with shelves and boxes for holding the cloth and the pieces.

The above machine will save a
considerable amount of money

Machine Machinery Co., Ltd.
- - - **England**

G

This is a thoroughly high-grade, thick-walled tubing—the kind that will stretch without tearing. Contains enough real rubber to give it a long and useful life. One fair test will supply the proof.

In two sizes:

1-4in. hole by 3-32in. wall and

3-8in. hole by 1-8in. wall.

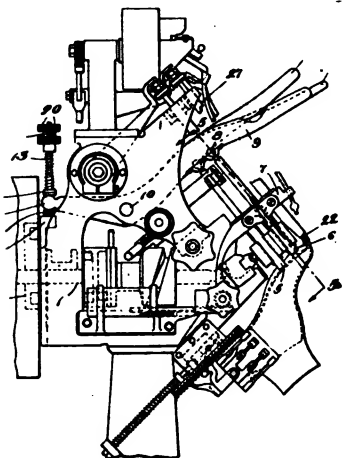
Packed 25 feet in a box.

United Shoe Machinery Co.

SALES DEPARTMENT

Boston - - Mass.

held toward the last with string or wire after the said wiping operation. In referring to the sides of a last, it is to be understood that the term "sides" may include any portion at the sides of a last from the extreme toe-end back to and including the



shank portion. As shown herein, the vamp is preferably engaged at or near the ball part of the last and held at that point during the application of fastenings at other points. With shoes that are provided with a leather lining, the lining is preferably to be strained and held independent of the vamp before and during the fastening operation, by the straining means intended for holding the upper material during the application of fastenings. By hand, the lining is lasted independent of the vamp and fastened, after which the vamp is lasted over the lining and fastened to the last or to the sole on the last as the case may be.

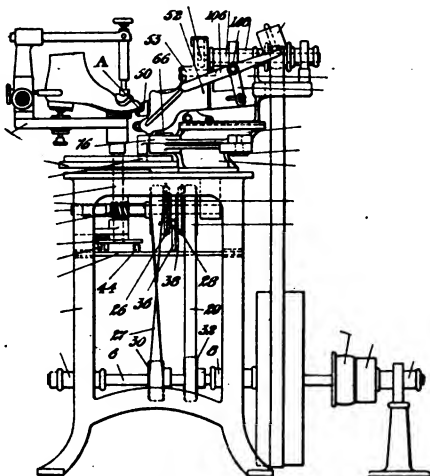
BURNISHING MACHINE.

No. 1,077,349.

Letters patent have been granted Walter Jackson and Harold Nichols Pochin on an invention which relates to machines for smoothing, burnishing or finishing articles of leather and more particularly to machines of the above class employed for setting the edges of shoe soles.

The invention is more especially applicable to machines of that class in which the work and finishing tool are arranged to have relative traverse while one is being vibrated in contact with the other and this traverse may be either by hand, the operator moving the one while hold-

ing it in contact with the other that different portions of the sole edge may be acted upon by the tool or said traverse may be automatic, either the shoe being automatically moved so as to bring different portions of the edge of its sole in contact with the tool, or the tool being moved while the shoe is held stationary, or both being moved. In machines of this class, in order to secure uniform work it is desirable that the tool act evenly on the sole edge at the beginning, middle and end of each vibration and for one vibration the same as for another. To effect this result, it is necessary not only to hold the working face of the tool from yielding in the direction of vibration, but also to maintain constant the relationship of the working face of the tool to the shoe edge being operated upon, this constant relationship being necessary in order to obtain an even effect from the different vibrations, but being very difficult to obtain in practice as the edge of the shoe sole varies both in contour and inclination for different parts of the sole and it is necessary for the position of the tool relative to the sole as a



whole to be varied to correspond with such variations in the contour or inclination of the particular part of the edge being operated on.

This difficulty it is the object of the present invention to obviate, and to that end the invention is herein shown as comprehending means for maintaining the working face of the tool in the constant correct relationship to the varying contour and inclination of the sole edge as one passes the other.

IF YOU WANT

to sell Shoe Findings, Shoe Tools, or any Specialty in the Shoe Trade, let us have them.

It pays to deal with us, for we deal direct with every Shoe Manufacturer in Great Britain.

We are large buyers and quick sellers.

LIVINGSTON & DOUGHTY, Limited

American Importers

LEICESTER, ENGLAND

J. E. PEARSE AND CO.

83-94 ST. MICHAELS ROAD - - - NORTHAMPTON, ENG.
BRANCH OF E. FENTON & SON - - - LONDON, ENG.

WE INVITE THE SPECIAL ATTENTION OF
SHOE MANUFACTURERS TO THESE LINES

Arabol Manufacturing Co.
Bottom Filling

I. B. Williams & Sons
Rolled Welting

Campello Shank Co.
Shanks of all kinds

Wallaert Freres
Closing Threads

Wilder & Co.
Cut Soles, Insoles, etc.

Elliot Machine Co.
Bottom Fastening Machine

G. W. Millar & Co.
Flexible aper Shoe Covers

E. Leroy Nantes
French Bends

An automatic machine
for skiving leather or
leather-board shanks

Shank Skiving Machine

Uniform Work
Large Capacity

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Weissenfels, Germany

IMPORTANT PATENT OFFICE DECISION.

Interpretation of Article 4 of the International Convention. The Right of Priority Does Not Rest On the First Application Filed in a Convention Country, But on Any Such Application.

In a decision of June 27, 1913, the Patent Office, Board of Appeals II, has abandoned the view heretofore always taken that only the first application filed in a country belonging to the International Convention can constitute a basis for the right of priority under Article 4 of the International Convention.

In the case under consideration the applicant had filed an application in Germany on July 22, 1911, and for some reason or other he had failed to further prosecute this application. He then under date of April 3, 1912, filed a new application in Germany and claimed for it the priority date of an application filed by him in the meantime in France on November 10, 1911.

The Application Department of the German Patent Office had not allowed this priority claim for the reason that the French application was not the first, but only the second application filed, and that therefore it could not establish any claim to priority. By reason of the fact that the French patent had been issued prior to April 3, 1912, the second German application had been rejected for want of novelty, on this French patent specification.

The Board of Appeals in its decision again thoroughly considered all reasons which in the literature up to then had been brought forward in favor of the practice heretofore established and with which practice the appealed decision of the Application Department was in harmony. The Board of Appeals then arrived at the conclusion that all these reasons do not really justify a restricting interpretation of Article 4 of the International Convention, but that, on the contrary, any application filed in a country by a member

of the International Convention establishes a priority claim and starts a new term of priority.

The Board of Appeals therefore reversed the rejecting decision of the Application Department, it allowed the priority claimed November 10, 1911, and passed the application to allowance.

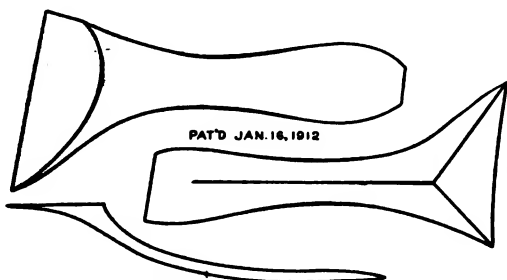
In view of this decision it will thus be possible in the future to claim for a German patent application the priority date of any preceding application filed in a Convention country in respect to which the priority term has not yet expired even if such preceding application was not the very first one filed. Of course, this condition can only be made use of in such cases where no circumstances adapted to destroy the patentable novelty have intervened between the filing dates of the first application and of that other application the priority date of which is claimed.—Henry E. Schmidt.

A SHOP DIARY.

A shop diary is kept by some firms. In it is posted a record of passing events, clippings from news or trade papers relating to the firm, or telling about things in which the firm is interested. Often notes and comments are pencilled in the margins alongside the clippings.

In shoe shops, the diary seems to have had its origin with the advertising men, who got into the habit of pasting into a book the advertisements that they published weekly in the trade papers. In the course of time these records proved of much use. They were consulted by the designers and the salesmen who wanted to know about the changes in styles, and by the cost men who wanted to know about the changes in prices.

Such diaries now are kept by a number of firms, in merchandising as well as in manufacturing. They prove useful for consultation, just as did the personal diaries that men used to keep in old days.



THE BACKBONE

of a SHOE is the SHANK. If you want to make shoes with good backbones—the kind that stand up—use OUR NEW

CUSTOM SHANK

Made of Selected Leatherboard—Half the price of solid leather, and better—Lines always the same.

Produces perfect "Egg Shape" and "Cottage Bottoms" now in vogue in high grade lines
SAMPLES SENT ON APPLICATION.

MOORE & CO.,

Manufacturers of Shanks
of all kinds.

Malden, Mass.

SANDPAPER

"Sandpaper" is a general term for paper, cloth and clothpaper (combination) when coated with either a "Natural" (Garnet, Flint, Emery, etc.) or "Artificial" (Carborundum, Crystolon, Alundum, etc.) Abrasive.

We are supplying Sandpaper to the Shoe Manufacturing trades, of coarse, medium and fine grits, in both natural and artificial abrasives, and on paper, cloth or cloth-paper for

HEEL EDGE SCOURING

BOTTOM BUFFING

HEEL BREAST SCOURING

and all other specialties used in Shoe Factories.

**THESE GOODS ARE
BETTER THAN EVER**

United Shoe Machinery Co.

Sales Dept.

Boston

-

Mass. U. S. A.

FREIGHT RATES ON EXHIBITS TO AND FROM THE PANAMA- CALIFORNIA EXPOSITION AT SAN DIEGO, CAL.

All exhibits destined to the Panama-California Exposition, to be held in San Diego, Cal., from January 1 to December 31, 1915, forwarded from points in the territories covered by the Pacific Freight Tariff Bureau, the Trans-Continental Freight Bureau, the New England Freight Association, the Trunk Line Association (including points in Canada located East of Toronto, Ontario) and the Central Freight Association (including points in Canada, Toronto, Ontario and West thereof) on which full tariff rates are paid coming to the exposition, will be returned carriage free, except race horses and vehicles (including automobiles for racing purposes exhibited at this exposition), goods to be returned by the routes that originally carried and offered for return transportation ninety days after the close of the exposition.

Special rates have been granted on articles intended for exhibit, which, owing to their nature, it may not be the desire to return, such as agricultural products; building materials not intended for construction; horticultural products; educational exhibits, loaned, sold or donated by schools, colleges and educational institutions; floricultural products; forest products; specimens (anthropological, botanical, fossil, historical and mineral); cereals and grass; maps; statistics; drawings and photographs.

In addition to freight charges on all exhibits, a very reasonable charge has been announced to cover the cost of handling freight from the freight houses, team tracks and wharves of the railroad and steamship companies, located within the city of San Diego, to the buildings located within the exposition grounds.

Pacific Coast Steamship Company, Pacific Navigation Company, and other coastwise steamers have issued special rates governing the movements of exhibits from points North of San Diego.

The interested Southeastern lines undoubtedly will concur with all the railroads who have announced

special rates for exposition purposes, giving the Panama-California Exposition special rates from every point in the United States and Canada.

Rates and terminal charges may be had on application to any freight agent in the United States and Canada.

NEW YORK CITY LEADS THE WORLD.

The latest available statistics showing the commerce of the world will give an accurate comparison of New York with the other great ports of the world. These figures show that New York City takes her place at the top.

The World's Greatest Port.

The figures for the ten ports of the world having the largest amount of exports and imports are given in the following table:

1. New York	\$1,973,981,693
(Fiscal year ending June 30, 1913)	
2. London	1,791,857,641
3. Hamburg	1,674,187,176
4. Liverpool	1,637,280,476
5. Antwerp	1,121,654,799
6. Marseilles	678,431,300
7. Havre	531,096,600
8. Bremen	501,146,540
9. Buenos Aires	479,536,241
10. Calcutta	410,128,830

INQUIRY FROM SOUTH AMERICA.

Secretary Sullivan of the Board of Trade, Salem, Mass., has an inquiry from a merchant of Buenos Ayres for the selling agency for American shoes and rubbers. Mr. Sullivan met the merchant in Buenos Ayres, and recommends him as a reliable and enterprising man.

SHANKS of all kinds

CHURCHILL & ALLEN, Lynn, Mass.

The Finest Pearl and Ivory SHOE BUTTONS

PULLING SEVENTY POUNDS

Manufactured by

LESSER BROTHERS

2008-2010 FIRST AVE. NEW YORK CITY
Tel. Harlem 3540

Sample Cards Sent by Request

CEMENT POTS

Old Style and New Style.

New Style

Small, 1 1-2 Pints.

Two Sizes

Large, 1-2 Gallon.

ADVANTAGES:

IT IS CHEAP

IT SAVES CEMENT

IT IS ABSOLUTELY FIRE-PROOF

AND SAVES INSURANCE

Write for Circ
and Prices.

New Style, Open.

**THE ROSS - MOYI
MFG. CO.**

CINCINNATI, O.
634 Sycamore Street
CHICAGO, ILL.
38-40 LaSalle Street.

BOSTON, MASS.
205 Lincoln
ST. LOUIS, MO.
1423 Olive

&

Grain Counters

suit the most critical manu-
facturers. Always uniform
in quality.

A trial will convince YOU it
PAYS to buy counters of us

Y

&

LYNN, MASSACHUSETTS.

Brockton and South Shore.

Trade Notes, Personals, Etc.

—Charles F. Gurney, one of the well-known citizens of Whitman, passed away at his home in that town Monday afternoon, at the advanced age of eighty-five. He leaves a widow, to whom he had been married sixty-two years, also a son and daughter. For many years he was foreman of the No. 1 dressing room at the factory of Geo. E. Keith Co. in Brockton, but was retired on a pension several years ago.

—Charles F. Penney, employed at the W. L. Douglas Shoe Co. plant in Brockton, who has been repeatedly urged to become a candidate for the Progressive party for Mayor of Brockton, has refused the use of his name, giving his reasons for this action in the local press. He has served four years in city government positions in two different cities, Lynn and Brockton, serving in both branches of the City Council, as Alderman and Councilman.

—Last Saturday evening about twenty-five employees of the No. 3 lasting room of the W. L. Douglas Co. at Brockton, went to North Weymouth and called on David Wolfe. During the evening Mr. Wolfe was presented a leather couch, the presentation speech being made by Charles Hart. Refreshments were served and an entertainment given by some of the men present. Mr. Wolfe was foreman of the room for seven years and recently resigned. He was popular among the men and highly regarded by the firm as an expert shoemaker of the old school, being able to make an entire shoe by hand, an accomplishment rarely found in these days. The friction was caused by the firm requiring all of the foremen to register on the time clock in the main office of the firm. Thomas McIntosh, in charge of the uppers and stock, and Herbert Whitcomb, foreman of the gang room at the No. 3 factory, were special guests.

—Joseph W. Kelley, a prominent member of the Cutters' Union of Brockton, has been nominated by the Socialist party as their candidate for Mayor at the coming election.

—Eldon B. Keith, treasurer of the George E. Keith Co. of Brockton, has declined a unanimous call of the Progressive city committee to be the candidate of that party for Mayor at the coming election.

—Fred F. Field Co. of Brockton, operating two factories, one under the name of Burt & Packard, have been granted the use of the "Made in Brockton" stamp, by the Chamber of Commerce. This makes four-

teen shoe firms granted the use of the stamp, and two making shoe supplies, making sixteen in all.

—Three of the four men elected as representatives in Brockton last week, were at one time in the shoe industry. Timothy J. Meade, who was elected for the seventh consecutive time, was a bottom finisher; Walter F. Russell was at one time a laster and a leading member of the Boot and Shoe Workers' Union; Frank A. Manning is employed at the L. Q. White Co. factory in Bridgewater.

Joseph W. Kelley, employed as a cutter at the factory of the Regal Shoe Co. in Whitman, has been nominated by the Socialist party as a candidate for Mayor in the city of Brockton, at the municipal election to be held in December.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday evening, two applications for membership were received, and arrangements were made for a "smoke talk" on Saturday.

—The W. L. Douglas Shoe Co. of Brockton are planning on an output of one thousand dozen pairs per day, in their three factories. The orders on the women's shoes have increased during the past year, so that more room is needed. There is some talk of their taking a few floors in the new building at Brockton Center, now partly occupied by the M. A. Packard Co.

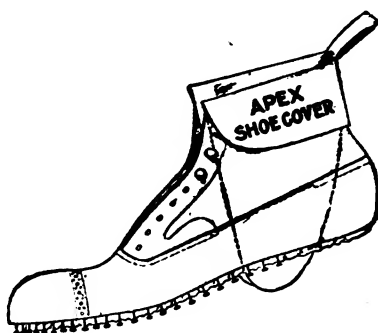
—The Churchill & Alden Co. of Brockton have been shut down in their No. 3 factory at Brockton Center, and are now ready for the new run, which promises to be ahead of last season.

—The big addition to the Diamond Shoe Co. factory has been started. It will be 200 feet by 40 feet, three stories in height, and will run parallel with Spark street and the New Haven Railroad, making an ell of the present factory. This will give them a capacity of 225 dozen per day, doubling their present output. It will be ready for occupancy about March 1, 1914.

LYNN FIRM BUSY.

Business is looking good for Mersky Bros. Shoe Co., 479 Union street, Lynn, Mass., and they have been obliged to take on another floor in the building in which they are now located. New offices have been opened up on this floor, and up-to-date stitching room machinery installed. About 50 additional workers will be entered on their payroll this week.

APEX
SHOE COVERS
PREVENT
SOILED LININGS



Why scrape and rub after soiling—simply scattering the dirt—when prevention costs less than the attempted cure.

MEN'S, WOMEN'S AND BOYS' SIZES

SAMPLES FOR THE ASKING

J. K. KRIEG COMPANY
39 WARREN STREET - - NEW YORK

Inferior welting is costly at any price. You all know that. Sometimes a low price and fine promises are tempting, but after all you must realize that we are none of us in business for the fun of it and back of such an offer there's a cheapening somewhere that spells trouble for you. Our proposition is simple—the best oak welting, at the lowest price it is possible to make on such a quality. Give our way a trial. You'll be pleased—we'll guarantee.

I. B. WILLIAMS & SONS
DOVER, N. H.

72 Murray Street
 NEW YORK

14-16 N. Franklin Street
 CHICAGO

167 Summer Street
 BOSTON

J. E. PEARSE & CO., 88 Overstone Road, Northampton, England
 Sole Agents for Great Britain

DEATH OF J. SUMNER HOLT.

J. S. Holt, of Boston, who died from cerebral hemorrhage, after thirty-six hours' illness, October 21, 1913, was born in Bradford, Mass., Jan. 1, 1839. His experience in shoe machinery dates back to 1858, when he held the right to sell wax thread sewing machines for Essex County, where he sold and set up the first fifty machines built, and instructed the workmen in their use.

At the breaking out of the Civil War, Governor Fairbanks of Vermont gave Mr. Holt charge of making knapsacks for his troops. Under his direction fourteen hundred thousand knapsacks were furnished; his practical knowledge enabling him to introduce the sewing machines necessary for the work.

At the close of the Civil War, Mr. Holt took charge of the machinery of the firm of Crosby, Butterfield & Haven, New York City, the first shoe machinery house in that city. Later, he was a partner in the Boston house of Butterfield, Haven & Co., where he remained until he entered the shoe machinery business for himself in 1870.

Since that time, Mr. Holt has fitted more than one thousand shoe factories complete. During 1893, he was in Chicago, where he had charge of the mechanical arrangement of the World's Fair Shoe and Leather Building, and was the sole judge of shoe machinery. For nearly thirty years Mr. Holt has been in business on South street, Boston.

INTERESTING MEETING HELD IN AUBURN, MAINE.

Under the auspices of the Auburn Pine Tree Association of Superintendents and Foremen, a large meeting was held on November 7 in the Knights of Pythias Hall at Auburn, Me. The committee in charge was Adrian E. Frank, Millard C. Lyseth, and C. A. Stetson. The principal speaker of the evening was Thomas F. Anderson of Boston, secretary of the New England Shoe and Leather Association. As Mr. Anderson was a member of the Chamber of Commerce party on their recent trip to South America, he was in a position to speak intelligently of trade conditions there. He spoke in the main of manufacturing conditions and the opportunities for trade, touching upon the principal features of his address before the New England Shoe and Leather Association. He exhibited some of the shoe work done there and read a list of the firms already doing business in South America. His address was enthusiastically received, and after the lecture, lunch was served in the association rooms, and an hour of smoke-talk brought out many new ideas.

—Mr. Wm. H. Seaman has resigned his position as superintendent of the Weyenberg Shoe Mfg. Co., Milwaukee, Wis. Mr. Seaman has been with this firm for the past ten years.

Satisfaction Guaranteed

**Use B & R Rubber Soles
and Safeguard Your Customers' Interest**



QUALITY

Our rubber soles are guaranteed to run uniform, and to give the very best of service.

PRICE

Why pay big prices for rubber soles when we can furnish you exceptional values and save you money.

DELIVERY

We are in a position to make prompt deliveries and have an equipment to meet every demand.

Write Us

for our latest catalogue. It contains some of the styles we are manufacturing, and the information contained therein, may be of value to you.

NEW STYLES

We are constantly adding new styles to our equipment, and request that you get our samples and prices before placing your order. We know they will interest you.

The B & R Rubber Company

NORTH BROOKFIELD, : : MASS.

Milwaukee Notes.

(By Our Special Correspondent.)

—The F. Mayer Boot & Shoe Co. are now running smoothly in their new addition, and have one of the finest factories in the city, as well as in the Northwest. It is all windows, so to speak, and with plenty of good light and fresh air, good shoes are bound to be produced.

—The A. H. Weinbrenner & Co. factory is now making about seven thousand pairs per day, and will increase their output as the season advances. The new tannery started by this firm some time ago is now turning out over five hundred sides of leather per day, and as soon as more hides can be had, will exceed that number.

—Nunn & Bush are making a thousand pairs a day of Standards, and welts in the heavy lines, and have reached the capacity of their present quarters. A new factory is talked of, and much needed by this young firm.

—Luedke, Schaefer & Buttles are rapidly going to the thousand-pair mark, and are making a heavy line of Standards and welts that take well with the trade, as their rapid growth indicates.

—The building occupied by the Bradley & Metcalf Co. as a factory and jobbing house, having been sold some time ago, it is stated, that a new, modern building will be erected by the firm as soon as a suitable location can be secured. Mrs. Grace Prince, who has been in charge of the fitting room of the plant, has resigned and taken a position as assistant to Mr. W. J. Thomas in the F. Mayer factory.

—The trouble at the Weyenberg factory has been settled in a satisfactory manner, and the factory is running to full capacity. Mr. Ed-

ward Freeman has resigned from the Red Wing Shoe Co., where he has been since leaving the Harsh, Edmunds Co., and comes to the Weyenberg Co., as superintendent.

—The cutters at the factory of Fitzgerald, Phelps & Fargo have been layed off for a week to enable the rest of the factory to catch up. Trouble in securing suitable help in the fitting room has caused the work to accumulate at this point, but Supt. Lawrence thinks a week will straighten it out, and work will be resumed in the cutting department.

—The factory of the E. B. L. Shoe Mfg. Co. is now running smoothly, and Manager Lowenbach is enthusiastic over the outlook for his plant. He starts out the 16th of this month with his new line of Elk leather shoes, which he says are the best he ever carried. He intends to specialize on Elk leather entirely the coming season.

—The buyers of leather for the different firms in this city do not see anything but higher prices for leather for the future, and being in close touch with the leading tanners of the country, have a good chance to get inside the situation.

—It is generally conceded that there is little trouble in getting a suitable advance for shoes to cover the increase of cost.

RECORD SHIPMENT OF SHOES.

Lynn manufacturers are availing themselves of the opportunity to send shoes in the through freight to Chicago. A record shipment of 15,163 pounds was made recently, 7063 pounds more than the required weight.

BO

—FOR THE—
Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

TRIMMING KNIFE

This tool combines in one a Shank-ing-out Knife and a Welt Trimming Knife, and eliminates the time wasted in picking up and laying down separate tools when these operations are done by the same operator.

Furnished with either Long or Short Shank-ing-out Knife and Star or Deacon Welt Trimmer.

Packed in individual Boxes.

United Shoe Machinery Company

Sales Department

BOSTON, MASSACHUSETTS

FACTORY ITEMS FROM JEFFERSON CITY, MO.

—A. H. Pratt, general superintendent of the Selz, Schwab & Co. factories, was in this city inspecting the local branch of this concern. Mr. Pratt states that the local plant will be kept running full capacity, as the Chicago office reports large business for this time of the year.

—Frank Guhleman, in charge of the sole leather department of the Main street factory, branch of the International Shoe Company of St. Louis, is in St. Louis, where he was called for an interview at the head office.

—S. J. Madden, who has been in charge of the packing room of the Jefferson street factory of A. Priesmeyer Shoe Co., is now in charge of the bottoming room of the same plant. Mr. Madden has been with the Priesmeyer people a short time, coming from the East.

—Henry Guhleman, secretary and treasurer of the Parker Boot & Shoe Company, who also acts in capacity as Keeper of Records and Great Seal of the Knights of Pythias Lodge, is in Salem, Mo., where he is attending a district meeting. Henry is a jolly good mixer among the lodge men, as well as the shoe men.

—Charles Pearce, the shoe trimmings man of the Economy Stay Co., has returned from the East and reports that business is excellent with him, and it must be, as Charlie gave a stag dinner at his home to celebrate bringing back big orders, and had a bunch of the International Shoe Company and United Shoe Machinery boys out to help celebrate and, as always when this bunch gets together, there were big times going on.

—F. N. Chandler, superintendent of the Parker Boot & Shoe Co., has returned from St. Louis, where he went to be at the bedside of his wife, who underwent an operation. Mr. Chandler reports that his wife is improving slowly.

—J. Pettiford, of the St. Louis office of H. E. Locke & Co., was in this city calling on the trade. Mr. Pettiford is a new man on this end, but is making good with the buyers.

—F. J. Schmitt, of the Petoskey Block Mfg. Co., was in this city with his line of Petoskey blocks, and, as usual, went away carrying a nice bunch of orders.

—J. G. Osgood, traveling the Middle West for the Economy Stay Company, is in the house at the present time awaiting instructions on a new line that Pearce is adding to his company, but will be out with the trade within the next few days.

—Bradbury Clay has accepted a position in the cutting room of the Bolivar street factory of the International Shoe Co. of St. Louis.

If your pattern maker will not supply you with patterns graded on the

**PRESTON
POWER
CUTTING
GRADING
MACHINE**

there are many up to date pattern makers who will. *Ask Us For Their Names.*

A. F. PRESTON

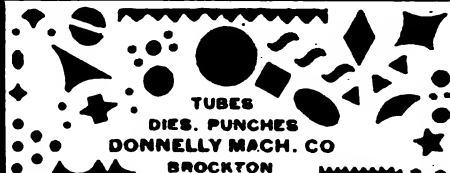
280 Dover Street
Boston, Mass.



K. & S. DYE

Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

KENT & SMITH LYNN, MASS.



Jobbers in Manufacturers Cut Soles

**Cut
Soles**

**Sole Leather
and
Offal**

43 N. MONTELLA ST.
BROCKTON

GORDON & BERMAN

23 SOUTH STREET
BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of
SHOE ORNAMENTS

PATENT SPECIALTIES } "CLINCH-ADJUSTO" BOW
"O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut Shoe Supplies of
Every Description

National Shoe Findings Co.
LYNN, MASS.

J. E. KNOX

ACCEPT NO SUBSTITUTES

J. V. KNOX

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, . . . LYNN, MASS.

**Novelty
Edge
Protectors**

Save money in the packing room.
Make tip repairing easy.
Keep fair-stitching and edges clean
NOVELTY SELLING CO.
67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies **Brockton, Mass.**

Men's and Women's

TAPS

PURITAN COUNTER COMPANY
E. R. R. Ave., Brockton, Mass.

Heels and Heel MACHINERY

Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.
119 TRIBOU ST. BROCKTON, MASS.

"Returned" or "In Stock" Footwear

Can be disposed of by advertising in

WHOLESALE BARGAINS

THE MAGAZINE

THE BARGAIN BUYERS USE

1107 Flatiron Bldg.,

New York City

Industrial Information.

Notes of New Factories, New Enterprises, New Firms,
and Changes in the Trade.

HAVERHILL, MASS.

Samuel H. Hayden has withdrawn as a special partner of his son, Carl C. Hayden, manufacturer of a high grade of ladies' turn boots and slippers, and the firm has been reorganized with Harold W. Pendergast as president of the corporation, Carl C. Hayden, treasurer and Joseph E. Harding the third director. Mr. Harding will be the superintendent of the factory. The firm is incorporated for \$20,000.

CHELSEA, MASS.

The LIBERTY SHOE CO. has been incorporated with a capital of \$50,000. The incorporators are Max Rothbard, president; Frank Zorfas, treasurer, and Samuel Becherman, clerk. The company will make women's McKay shoes.

HAVERHILL, MASS.

The CHARLES K. FOX CO. is to establish a separate department in the Washington street factory formerly occupied by L. F. McNamara Co., in which he will manufacture wood heels. This will increase the production of turn shoes in the main factory.

HAVERHILL, MASS.

The CARROLL-PEABODY SHOE CO., Inc., is the new name of the Raymond Shoe Co., Inc. This is occasioned by the departure of the organizer, Charles H. Raymond, and the arrival of Lawrence M. Carroll. Mr. Carroll is general manager and the company will continue to manufacture McKay specialties.

CINCINNATI, OHIO.

The capital stock of the MILLER SHOE MFG. CO. has been increased from \$200,000 to \$300,000, and the company intends to branch out and cover every state in the Union with its agents.

CHICAGO, ILL.

The incorporators of the newly formed RELIABLE SHOE CO. are E. J. Campbell, J. Berkland, and Charles V. Clark. The capital stock is \$1500.

BOSTON, MASS.

The ESSEX SHOE MFG. CO. is succeeded by the V. A. STROUT SHOE CO. Mr. Strout is the manager of the firm, and J. E. Cunningham and A. J. Doyle are directors.

NEWBURYPORT, MASS.

The A. E. LITTLE CO., formerly of Lynn, Mass., are opening the factory formerly occupied by the R. & G. Shoe Co., for the manufacture of turn shoes.

BROCKTON, MASS.

—The Bay State Shoe Co. is a new concern here, to manufacture shoes. They are located in the Sprague Building on Center street. They have started on an output of five dozen pairs per day, and this will probably be increased in the near future.

HAVERHILL, MASS.

The name of the PHOENIX LEATHER REMNANT CO. was recently changed to the PHOENIX LEATHER CO. This firm are large manufacturers of shoe trimmings.

LOWELL, MASS.

—The L. H. Spaulding Co. are to remove from Rock street to 538 Broadway, Lowell, Mass. They will occupy the factory formerly occupied by Dudley, Mears, & Adams. R. E. Dodge is acting as buyer for the supply department.

SKOWHEGAN, ME.

—The American Woolen Company is reported to have purchased the factory operated by the Commonwealth Shoe & Leather Co. at Skowhegan, Me., and will operate it as a woolen mill.

NEWBURYPORT, MASS.

KNIGHTS & ALLEN CO. of Haverhill, Mass., are to open a factory on Water street, this city, where they will make a medium grade turn shoe. This firm has been running full capacity in their Haverhill factory for over one year, and their business has reached such proportions that this move is necessary.



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.
GEORGE W. INGALLS, Lynn, Mass.

Adams Cutting Dies



Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to A. M. HOWE
(Established 1867)

John J. Adams Worcester, Mass.

FOR SALE AT BIG DISCOUNT

New Singer Blucher
Barring Machine

Never Used

Salem Leather Co. Salem, Mass.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Charles E. Harwood, president of the Renton Heel Co., Lynn, has granted increases in wages of from \$1.25 to \$1.50 a week, to about 125 of the workers in his factory. Most of them are women. He granted all his employes an increase a year ago. Some of his workers have had their pay raised \$3. a week during the year.

—Charles F. Cotter, manager of the Cotter Shoe Co., Lynn, took a vacation in the Maine woods last week. He came home with a 396-pound deer, which was one of the largest ever brought into Lynn.

—The Lynn Chamber of Commerce has appointed a committee to encourage home industries. It is made up of Frank P. Aborn, of C. H. Aborn & Co., and E. W. Burt, of E. W. Burt & Co., Lynn shoe manufacturers, and Henry B. Sprague and Clifton Coburn, Lynn bankers.

—The factory carpenter is a new sort of a specialist in Lynn. He has his office and workroom in the heart of the manufacturing district. He goes into factories and does the special work that is required there. It ranges from the setting up of benches for machines, to the re-arranging of a whole workroom. It's a special branch of the carpentering industry, that requires peculiar knowledge and experience.

—J. A. Cook & Bro., Lynn, are completing an addition to their branch factory at Sanbornville, N. H., which is operated under the name of the Wakefield Shoe Co. Albourne Lord, of Lynn, is superintendent. The addition will enable the company to increase its output 30 per cent, and to make about 1200 pairs daily of turn shoes, in novelty styles, for street and house wear.

—R. A. Nicholson has become superintendent of the factory of Levirs & Sargent, makers of women's welt shoes, Lynn. He was foreman of the making room for two years. He succeeds Walter Sargent, who resigned from the firm and from the superintendency of the factory recently.

LYNN FIRM IN NEWBURYPORT.

The firm of A. E. Little & Co. of Lynn, Mass., shoe manufacturers, have obtained a ten-year lease of the factory formerly occupied by the R. & G. Shoe Company on Pearson's Wharf. Final arrangements have been made for removal and the company will begin work immediately. Under the agreement, A. E. Little & Co. are to occupy the

building at once, with the privilege of purchase later and the additional privilege of purchasing all the property of which the factory is a part. The association also agrees to add two more stories if the Little firm feels the necessity of this additional factory space. The building is a three-story structure, 200 feet long and fifty feet wide.

GENERAL TRADE NOTES.

—The mechanical equipment of the factory of B. F. Spinney & Co., Norway, Me., was sold last Tuesday and Wednesday under the direction of Sullivan & Eagan, machinery manufacturers and dealers, State street, Lynn, Mass.

—Reports come from many shoe manufacturers that business is looking very bright and that orders are coming in well. One of these firms is the Foster, Moulton Shoe Co. of Brookfield, Mass. The report is that they must double their daily output if they are to fill their orders. They are now getting out fifty dozen pairs of shoes per day. New machinery is being installed in the factory, and every foot of floor space is to be used.

—R. P. Hazzard Co., Gardiner, Me., writes to the Boston News Bureau as follows: "Our product during the month of October was 93 per cent more than in October, 1912. Actual shipments show an increase of 77 per cent. Our orders are coming in for another season in a very satisfactory manner, and we have all the immediate business that we can take care of.

"We find it impossible to take any new trade at the present time. Our New York retail stores are showing an increase in sales of 40 per cent."

—Faunce & Spinney are to make a new kind of a shoe, having the forepart Goodyear and the heel McKay. This is not an entirely new shoe, as it is claimed that Thomas G. Plant experimented with a similar style and later dropped it.

—After a strike extending over 4 weeks, the employes of the manufacturing firm of Jacobs & Sons of New York returned to work last week. They obtained practically all of their requests.

—Mr. Thomas Roberts, in charge of the Burley & Stevens lasting room at Newburyport, Mass., has resigned his position to accept a similar position with the Federal Shoe Co. of Lowell, Mass. He enters upon his new duties November 15.

St. Louis Notes.

(By Our Special Correspondent.)

—It is reported the site for the Hamilton-Brown Shoe Co.'s new factory at Union, Mo., has been selected close to the tracks of the Rock Island and Missouri-Pacific Railroads, and they will have easy access to the railroad for the incoming and outgoing freight. They will own their own switch. They also will operate their own box and carton factory. In the absence of Geo. W. Julow, superintendent of the Security factory, and Caleb B. Kimber, superintendent of the American Lady factory, Gen. Manager J. T. Johnston is at both factories' most of his time. He said the contract has not been let or bids been called for yet, as has previously been reported several times. It is understood they will be as soon as Mr. Kimber returns from the East, which will be in about 10 days.

—Jesse Dunbar will represent the Dunbar Pattern Co. in the Northwest. He succeeds Carl Snell, who goes with the Van Pelt Last Co. He will cover the same territory. Mr. Snell has a large acquaintance and has many personal friends he has made in the five years he has represented the Dunbar Pattern Co. The Dunbar Pattern Co. at present are overhauling their equipment and increasing their capacity. The Preston Power Grading and Pattern Cutting Machinery Co. of Boston are installing some new improved machinery of the very latest patent.

—Horton G. Watkins, a stockholder of the International Shoe Co., and for seven years superintendent of the Roberts, Johnson & Rand Shoe Co.'s plant at 23rd and Mul-lanphy streets, will be married Dec. 11th to Miss Ruth Holliday. Miss Holliday is popular and a favorite among a host of acquaintances. Mr. Watkins is perhaps one of the best known superintendents in the West and has been one of the most successful. They are in daily receipt of letters from friends and well-wishers.

—Chas. E. Ross, superintendent of the American Gentleman factory of the International Shoe Co., has returned from a ten-days' business trip in the East. He visited Boston, Lynn, Rockland, Brockton, Mass., New York City and Brooklyn, N. Y., Newark, N. J., and Manchester, N. H. Mr. Ross said that all the factories he visited had an ample supply of orders on hand, which would keep them operating at full capacity for some time. Some of the factories were just through stock-taking and were preparing for a

greater output than they have ever had. Mr. Ross said he failed to find a man who thought that the reduction in the tariff would affect the shoe manufacturing industry in this country.

—Mr. F. B. Wetzel has been transferred from Burrow, Jones & Dyer Shoe Co.'s Masterbuilt factory, Lucas avenue and 21st street, to their new factory at Louisiana, Mo. Mr. Wetzel will have charge of the office, store room, and will be the purchasing agent and not the assistant superintendent, as has been reported. The assistant superintendency will be held by Walter Clark, who comes from Jefferson City, Mo. Mr. Wetzel was formerly assistant superintendent at Columbia, Mo., in the Hamilton-Brown Shoe Co.'s factory, and later with the Non-Royalty Shoe Co., until they were destroyed by fire about 10 months ago.

The regular meeting of the Association of Superintendents and Foremen was held Tuesday night, and the committee reported arrangements had been made for the banquet at the Missouri Athletic Association at \$1.50 per plate, and that the ladies were to attend. Arrangements are also made for a ball on Jan. 9, and arrangements to elect a new board of directors for those whose terms expire soon. On Nov. 11 a grand smoker was held.

—The cutters who are employed in the Hamilton-Brown Shoe Co.'s 21st street factory, which includes the American Lady, American Gentleman and Security factories, presented Gen. Manager J. T. Johnston with their bill or scale of wages. It was complete, covering every shoe the firm made. The committee that was appointed was in consultation with Gen. Manager Johnston part of two days. Both sides gave and took, and perfect harmony prevailed. Both firm and employees were well pleased. The committee thanked Mr. Johnston, and he in turn thanked the employees for the business-like and honorable way they carried on negotiations. The agreement was arrived at without curtailing the output of a single shoe or the loss of any time. The cutters were the only ones represented; they are members of the United Shoe Workers' Union. No other branch in the Hamilton-Brown factories are organized.

—H. C. Taylor of Lyons, Kansas, proprietor of one of the largest shoe stores in his section of the state, was here making purchases for the spring trade. Mr. Taylor bought

heavier than ever before, which surprised the shoe houses. In view of the fact that Lyons, Kansas, is in the center of the district that suffered most by the drouth, in place the drouth completely burned up the crops, there being an entire failure. Mr. Taylor said the merchants of the sunflower state had confidence in their customers, a majority of whom were farmers, and decided to stay all financial obligations in the form of notes and bills, due from the farmers who grew no crops, and would advance them further and, therefore, would need as many, or more shoes as he thought this going to be a severe winter, and people who get credit buy more, he said.

MARLBORO MENTION.

—Mr. Martin Maila returned last Saturday to San Paulo, Brazil, where he represents the United Shoe Machinery Co. Previous to his transfer to Brazil two years ago, Mr. Maila worked for the United Shoe Machinery Co. in the Marlboro office.

—Rice & Hutchins are making a shoe similar to the "Trot Moc," made by the Ashby-Crawford Co., and expect a good run on this kind of work. They have started on their new run and expect to cut about 6,000 pairs of shoes per day.

CLASS FOR STUDY OF COSTS.

Haverhill's (Mass.) superintendents and foremen, to the number of 27, have formed a class for the study of shoe manufacturing costs. The class meets each Wednesday, and an expert on shoe manufacturing costs has been engaged as instructor.

BOSTON BOOT AND SHOE CLUB ENTERTAIN GOVERNOR.

The next regular meeting of the Boston Boot and Shoe Club will be held at Hotel Somerset, Wednesday, Nov. 19, at 5.15 o'clock, p. m. Governor-elect David I. Walsh, Lieutenant-Governor-elect Edward P. Barry, and Frank H. Pope are the principal speakers of the evening. Mayor Fitzgerald of Boston will also be present.

—Mr. H. Johnston, finishing room foreman, formerly with the Geo. W. Baker Shoe Co. of Brooklyn, N. Y., and more recently with the Perth Shoe Co., of Perth, Ont., Canada, has resigned his position with that concern. Anyone interested in procuring the services of an up-to-date foreman would do well to communicate with Mr. Johnston through American Shoemaking. Mr. Johnston, on leaving the Perth Shoe Co., was presented with a purse of \$25.00 from the employees.

Rapid Hand Method Folding Machine MODEL B

This machine reduces the cost of folding, improves the quality and maintains the original lines of patterns.

It folds Blucher and Button Oxfords all the way around after closing. The only machine that will meet all folding conditions satisfactorily, practically and economically without additional expense for dies or attachments. Constant duplicate orders testify to our claims. Installed on trial and sold outright on its merit.

For further particulars address to

P. R. GLASS CO.,

205 Lincoln Street, Boston, Mass.

PERSONAL ITEMS.

—C. C. Keane has accepted a position as assistant superintendent and quality man for the Relindo Shoe Co. of Toronto, Canada. Mr. Keane was formerly with the P. J. Harney Shoe Co. of Lynn, Mass.,

C. C. Keane.

and he has written many technical articles for American Shoemaking. He was also at one time prominently identified with the investigation and adjustment of labor affairs at Lynn.

—Henry Gilson, of the Brockton Rand Co., Brockton, Mass., has returned from a very successful business trip through the West.

—Mr. William Clough has resigned his position as foreman of the making room of the factory of J. Brown & Sons, Salem, Mass., to become superintendent of the T. H. Jones factory at Stoneham, Mass.

—Mr. John M. Leach, for many years salesman with the Peerless Machinery Co., is now with the United Shoe Machinery Co., in the general department at Lynn, Mass. His work, we understand, will, for the present, be connected largely with the Glass folding machines.

—Mr. Charles F. Stetson has recently severed his connection with Rice & Hutchins, where he has been for the last ten years as foreman of the finishing department. Mr. Stetson has been, for 52 years, at the head of the finishing departments for some of the leading concerns in Brockton, Mass., but has concluded to devote his time to farming, gunning and fishing.

On KIDNEY HEELS

Best results with the least trouble and lowest cost can be obtained by using

BUZZELL HEEL BREAST SCOURING MACHINE

This machine is adapted for scouring breasts of kidney heels and in fact, all shapes of heels without injury to ball or shank.

Concave, metal guard on front of wheel prevents wearing of edge of cone wheel and felt.

Leaves plenty of clearance on short shanks.

J. G. BUZZELL & CO.
102 High Street Boston, Mass.

Asbland Leather Co.
ASHLAND, KY.

Scoured Oak Sole Leather

**Rough Belting Butts,
Bends, and Shoulders,
Backs, Bellies
and Heads.**

*Tanned From Packer
Hides, In Vats With
Oak Bark.*

GENERAL SALES OFFICE
**180 No. Franklin Street
CHICAGO**

BRANCHES
Boston—St. Louis—Rochester—Los Angeles

We**Manufacture**

Rubber Shoe Cements

OF EVERY DESCRIPTION

If you are interested in a

SPECIAL CEMENT FOR LAYING RUBBER SOLES

We will be pleased to submit samples.
We believe we can please you.

HENRY C. HATCH, Brockton, Mass.

THE

Duplex Eyeletting Machine

**IS THE BEST AND MOST POPULAR
MACHINE ON THE MARKET TODAY**

1 2 3 7

MACHINES IN USE AT PRESENT TIME

The DUPLEX EYELETING MACHINE eyelets both sides of the upper at the same time. Perfect spacing and setting are assured by its use. Time and trouble saved.

In order to get to the front and keep there, it is best to use the Duplex Eyeletting Machines.

United Shoe Machinery Company

EYELETING DEPARTMENT

205 LINCOLN STREET

BOSTON.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—A lasting room foreman on McKay work, one who is familiar with the Rex system and can operate the machines. Address 3703-H, care of American Shoemaking.

WANTED—Cutting room foreman on children's turns. One familiar with fitting room machinery preferred. Give past experience, grade worked on, and reference in first letter.

WANTED—A first-class accountant, one competent to figure the cost of a shoe and do general office work. Must be able to talk both French and English and handle correspondence; must be strictly temperate and of good character. Apply stating where employed at present, and enclose references. Address O. B. Shoe Co., Ltd., Drummondville, P. Q., Canada.

POSITIONS WANTED.

POSITION WANTED—Finishing room foreman desires position, 23 years' experience, and 12 years as foreman in this department. Good organizer and can teach green help. A-1 reference. Address 1004, care of American Shoemaking.

POSITION WANTED as cutting room foreman and leather buyer by a man with a good insight in cost figuring, and who fully understands his business; sober and faithful worker. Can furnish good reference. Address 805, care of American Shoemaking.

POSITION WANTED as foreman of the finishing room. Have had 13 years' experience on fine grades of McKays and welts; can instruct and perform any operation from trimming to treeing. Can furnish the best of reference. Address 702, care of American Shoemaking.

POSITION WANTED as treeing and packing room foreman, by young man with experience on high-grade women's shoes in leading New England factories. A-1 reference. Address 1103, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man; 17 years' experience; have thorough knowledge in all departments on welts, turns and McKays. Will give gilt-edge references from present firm I have been with 14 years. Go anywhere in United States, Canada, Mexico, Europe or South America. Address 605, care of American Shoemaking.

POSITION WANTED as purchasing agent or assistant, by young man with office, factory and selling experience. Knows values of machinery, machine parts and supplies. Willing to start at a moderate salary, and I will save you money. Address 1002, care of American Shoemaking.

POSITION WANTED as foreman of lasting room on welt work, all grades; thoroughly qualified and familiar with all machines and in teaching help, or would consider a position as inspector. Best of references. Address 206-, care of American Shoemaking.

SITUATION WANTED by sales manager and advertising director. A young man experienced in supervising travelers, who has specialized on territorial development and sales promotion work, and who knows how to dig up the prospect and engage his attention, desires position as sales manager, advertising director, or both, where there is need for constructive ability and an opportunity to locate permanently in or near Boston. Actively employed by prominent manufacturer of staples line, but available upon reasonable notice. Address 1807, care of American Shoemaking.

POSITION WANTED as foreman of making and lasting room, McKay or welts. Sixteen years' experience; can furnish A-1 references. Address 305, care of American Shoemaking.

POSITION WANTED as foreman of making room on men's McKays or welts; can run and repair all machines. Best of references. Address 701, care of American Shoemaking.

POSITION WANTED—Stitching room foreman desires position. Twelve years' experience; good instructor. References if desired. Address 1302, care of American Shoemaking.

POSITION WANTED—Stitching room foreman wants position. First-class man, having had long experience on men's, women's and boys' shoes. Can teach help and repair machines. At present employed, desires a change. Best references. Address 502, care of American Shoemaking.

SOLE LEATHER MAN DESIRES POSITION.

SOLE LEATHER MAN desires position. Has had long experience as foreman on men's and women's fine work. Expert on cutting, manipulating and stock fitting. Best of references. Address 1103, care of American Shoemaking.

POSITION WANTED as foreman of bottom finishing department, from heeling to packing. Address 207, care of American Shoemaking.

POSITION WANTED by a young man as stitching room and cutting room foreman and pattern designer, excellent ability and a high grade man. Would like to have an interview with the firm who would like a man who can meet with best of results. Can furnish references as to honesty and ability. Address 804, care of American Shoemaking.

FITTING ROOM FOREWOMAN

Fitting room forewoman desires position. Has had unusual experience in fitting women's fine shoes. Thoroughly understands every operation and can instruct help, organize and manage a room in every detail. Experience in best New England factories, from whom references may be had. Address 1301, care of American Shoemaking.

POSITION WANTED as sole leather room foreman by competent man on women's high-grade welts, turns and McKays; best of references; western factory preferred. Address 401-P, care of American Shoemaking.

POSITION WANTED as foreman of finishing room or finishing or packing room or quality man; understands all methods of finishing. Am willing to give demonstration of ability and go on trial for four or six weeks. Can furnish best of references. Address 304, care of American Shoemaking.

POSITION WANTED as foreman of fitting room on men's and boys' medium or fine welts or McKays. Competent to instruct green help. Will go anywhere. Best of references. Address 1806, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man, with experience in all departments. Will go anywhere in the United States, Canada or Europe. Have had 25 years' experience as head and general manager of two shoe factories. Address 1102, care of American Shoemaking.

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POSITION WANTED as superintendent, or charge of office, by young man with 17 years' experience in office and the practical departments of the factory. Has had extensive experience selling to jobbing trade. Address 1804, care of American Shoemaking.

MISMATES AND DAMAGED SHOES WANTED—**RYAN SHOE CO., HANNIBAL, MO.**

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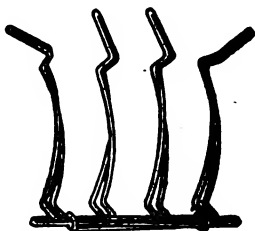
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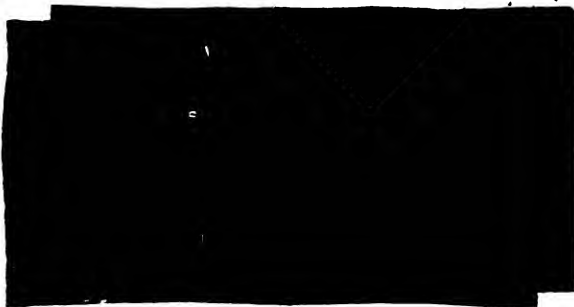
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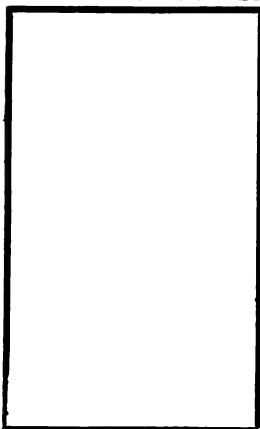
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The ONLY reliable repairer for patent leather,
Always Dependable.

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MACHINES IN USE AT PRESENT TIME

The DUPLEX EYELETTERING MACHINE eyelets both
sides of the upper at the same time. Perfect spacing and
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In order to get to the front and keep there, it is best
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United Shoe Machinery Company

EYELETTERING DEPARTMENT

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Its curved breast necessitates a special scouring wheel to get the best results.

Our Louis Heel-Breast Scouring Wheel is particularly designed for this work and is used upon Heel Scouring Machines having large hoods.

All parts of the breast are easily scoured and the wheel is dished enough for extreme short shanks. The felt is finished to take Moulded Cloth—"E" Mould—1 3-8 inches wide.

Every factory making these heels should be equipped with a pair of them—one for roughing—the other for finishing.

When ordering new equipment be sure to specify "complete with hub and nut."

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MACHINE

This machine is for automatically dieing out the lifts from strips of pulp or fibre board which have been wedged and stripped on a Wedge Stripping Machine.

It can be operated by inexperienced help.

It reduces the cost of cutting wedge lifts fully two-thirds.

It cuts all lifts perfectly true at the edges as the die always comes up perfectly square with the face or surface of the block. This cannot be done when the die is handled by hand.

Every manufacturer who has wedge lifts to cut should be interested in this machine.

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NAUMKEAG PNEUMATIC BUFFING MACHINE

The Naumkeag Buffing Machine Company whose machines are used by all the leading shoe manufacturers in every country where shoes are made throughout the civilized world, is now placing upon the market its new Double Head Pneumatic Machine. This machine, we believe, will be fully appreciated by the operator as well as the manufacturer.

The machine has two independent heads, giving the operator the advantage of two separately regulated air cushions and abrasive coverings, one of which can be used for buffing out the grain in the shank of the shoe, and the other for cleaning and smoothing the entire shoe, thereby completing the two operations of shanking out and cleaning the shoe in one handling.

Believe every operator will appreciate the improvement, as he will save handling the shoe a second time, as well as changing pads for shanking out and cleaning the shoe, which will enable him to do a great deal more work in a given time and at less cost.

Every manufacturer will certainly appreciate the improvement in the looks of his shoes. Saving of one handling means a great deal to a fine shoe. The saving in time also means a saving in machinery, room and power.

Write for Further Information to

Naumkeag Buffing Machine Co.

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If You Use***

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The stock in B & R Rubber Soles and Heels is tough and firm, and yet it won't crack or break away—it simply can't—real rubber prevents that. It sews like leather.

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Complete variety of shapes and styles makes it possible to fit perfectly any kind of a shoe. It is not necessary to trim half the sole away or go up a size, thus spoiling the looks of the shoe.

This means both economy and appearance.

A range of grades for all grades of shoes.

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Equal Profit and Success if put on your shoes. Profit, because of greatest service; Success, because they do what you expect of them, and more.

Send for one of our latest catalogues.

The B & R Rubber Company

NORTH BROOKFIELD, : : MASS.

We Have the GREATEST Proposition in the World for Cleaning Those Dirty Russet Shoes.

A. T. B. Concentrated CLEANER

1 gallon makes 12 by simply adding water

Stop buying and paying freight on water.

***There is nothing in the world that will clean
russet and patent leather shoes
like this will.***

Cement, water, blacking, wax and all other stains
DISAPPEAR IMMEDIATELY.

A TRIAL WILL CONVINCE YOU.

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Rapid Hand Method Folding Machine MODEL B

This machine reduces the cost of folding, improves the quality and maintains the original lines of patterns.

It folds Blucher and Button Oxfords all the way around after closing. The only machine that will meet all folding conditions satisfactorily, practically and economically without additional expense for dies or attachments. Constant duplicate orders testify to our claims. Installed on trial and sold outright on its merit.

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no matter what system of lasting
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Standard Waterproof Box Toe Gum

The efficiency of the "Unit System"
of lasting is greatly increased by
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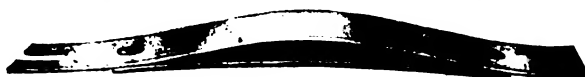
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**IT IS FUNDAMENTALLY RIGHT !
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It cannot slip or slide and wear through the outersole.

SEE! THE LOCK HOLDS IT !



You see the shank is extra trussed it cannot break down, no matter how great the weight.

It eliminates every trouble now caused by arch supporting shanks.

You now have a device Mr.
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VOLUME XLIX.

NOVEMBER 22, 1913

NUMBER 8

It is the purpose of **AMERICAN SHOEMAKING** to render to all of its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit order for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of **AMERICAN SHOEMAKING** because of its world-wide circulation.

THE SHORT SATURDAY MOVEMENT.

To turn Saturday from pay-day into play-day is a purpose of workers, storekeepers and legislators, which has made itself manifest in a number of different parts of the country. In Rochester, N. Y., a number of shoe manufacturers have agreed to close down their shops Saturday afternoons the year round. The working week has been reduced from 54 to 52 hours. The arrangement was made at the request of the Rochester Chamber of Commerce. The early closing of the factories on Saturday has been accompanied by an early closing of the stores. Nearly all the department stores, and most of the leading shoe stores, have agreed to close their stores at 6 o'clock on Saturday nights. There will be no Saturday night shopping. The shopping will be done Saturday afternoon, or Monday morning. One large Rochester store reported that it lost some sales by closing down Saturday night, but that its Monday morning sales showed an increase

of \$1,000. The movement to close stores and factories in Rochester early on Saturdays was promoted by the Rochester Chamber of Commerce. In Nebraska a state law compels storekeepers to shut up their shops at 6 o'clock on Saturday nights. In Texas, a six o'clock closing movement is already under way. There's a drift in the same direction in a number of other states. In Boston some leading storekeepers inaugurated, the past summer, a system of closing down their stores all day on Saturdays during the hot weather.

In most places where the short day for store clerks movement has gained headway, there has been a request from both storekeepers, and their clerks, that factories be shut down early and workers be paid off, so that they could do their shopping early. In some places, workers are paid off Wednesday or Thursday nights, so that they can do their shopping before Saturday. In Rochester, the workers are paid

Saturday noon, and it is expected that they will do the most of their shopping on Saturday afternoons.

The shorter working day and Saturday half-holiday in shoe factories is something to which operatives are entitled, as a part compensation for the increasing speed and efficiency of machinery in making shoes.

INDUSTRIAL SERVICE.

This is the new name suggested as a substitute for the hackneyed phrase, "welfare work." We like it because it conveys less of the idea of charitable giving and more of interest in service to the community, which, we understand, is the intent of the work undertaken and which, in the past, has been known as "welfare work."

THE CHARITY PLAN.

The suggestion of Elisha W. Cobb, of the firm of Beggs & Cobb, that the shoe and leather trade form a charitable organization for the purpose of assisting indigent members of the trade, is a worthy one, and if this subject cannot be disposed of in a better way, it should certainly receive support.

Modern civilization is, however, teaching us that the care of the unfortunate in any industry, whether employer or employe, should not be dispensed in the form of charity, but rather that the industry should provide for its unfortunates through the establishment of a fund to which those in need should have access, not as charity but as a right.

The recent legislation regarding the remuneration paid to those injured while employed in factories, was a step in the right direction, but further legislation should not be needed along this line. It seems to us that voluntary associations should be formed and supported by both employer and employe, which will give the right to both to share in the fund in case of sickness or other misfortune.

Every industry should stand squarely on its own foundation

and should not ask the general public to contribute to the care of its maimed or indigent members, nor do we regard charitable societies as the best means of disposing of the problem.

Charitable institutions rarely reach the most needy, but co-operative organizations place those in need above the plane of the suppliant and enable them to demand as their rights what charitable institutions give them as a gratuity.

REMARKABLE DEMAND FOR RUBBER SOLES.

One of the shoe trade magazines in investigating the kind of material which will be used in the making of spring and summer footwear finds an unmistakable increase in the demand for rubber soled shoes, and states that one house reports 90 per cent of its bal Oxford orders for women's shoes called for making them with rubber soles.

Just what has occasioned the sudden popularity of the rubber soled shoe, it is difficult to state with any degree of accuracy. Presumably, it is due to the combination of circumstances, among the most important of which may be mentioned the increased interest in outdoor sports by women, which necessitates the wearing of shoes with flexible waterproof soles which will not slip readily and which permit the foot to rest in natural position.

The high price of sole leather combined with lower prices for rubber has also, we believe, tended to increase the use of soles made from the latter material. Then, too, improved devices and adhesives for attaching rubber soles will make it more practicable for the shoe manufacturer to use them.

With the increased scarcity, and, therefore, enhanced cost of good leather, we believe there is bound to be in the future an increased use of leather substitutes in shoe manufacturing, and for soles there is nothing at the present time that seems to serve this purpose so well as rubber.

Cost accounting should be separate and apart from the book-keeping, and special help should be employed. Where the factory is large enough to warrant it, a systematizer or cost expert should be employed to assist the superintendent. In small factories, the bookkeeper can assist. Many of the large shoe companies have expert cost accountants and systematizers at work the year round, collecting, tabulating and instituting systems of cost determining and recording.

The most perfect cost system is the one that has been adopted and revised to suit the particular factory in which it is established. No perfect system can be established in one season. The system that may work well in one factory would have to undergo radical changes to suit conditions in another.

Cost accounting is the foundation of the business system in a factory, and must be developed in harmony with it. The superintendent's knowledge should fit him to deal with the cost of production. He knows the workings of the factory, the different stages in process of manufacture, etc., and no system of cost ac-

counting should be installed without consulting him. He has a precise and first-class knowledge of basic principles which makes him competent to treat the subject of cost from a broad plane, solving doubtful cases by the exercise of common sense, rather than following any rule closely. Practical superintendents usually have intuitive knowledge of costs that they have acquired from test work.

We find men whose long experience has enabled them to calculate the cost of production quickly, where the factory is making medium or cheap grades of shoes, whose styles change very little and who are located where the price of labor has not changed, and where they have been able to make the same kinds of shoes at about the same expense. They started in business with a good margin of profit and paid no attention to the little it varied either way. They have the reputation of being successful men, and are, but the same business methods under different circumstances would have meant certain failure.

The records of costs are often referred to when there are some

special orders to be figured upon, or where there is a special grade of shoe to be made to meet close competition. The cost department is therefore intimately related to the sales department. Many modern business houses think it necessary that their salesmen know the cost of production, as well as how a shoe is manufactured. This gives them a basis from which to present a strong argument in meeting competition from an inferior quality. Not only this, but it enables the salesmen to push the shoes in which there is the most profit. The science of costs is also intimately related to the buying. The purchasing agent should be acquainted with the price of the shoe, what each little part costs to make and assemble in each shoe. One thing that should be remembered is that the limit should be set on the findings to go in each particular shoe, and this rule should not be broken even for the fraction of a cent, as it might mean the loss of hundreds of dollars in the course of a year.

The purchasing agent should study the routing and classification of all freight and instruct those from whom purchases are made as to the most economical routing and the proper classification.

It is a simple matter to find the cost of production if the start is made in the early beginning, the product watched carefully throughout the factory. In this way, an accurate system can be formulated which will have to be frequently revised. Long established factories are making improvements in their cost accounting systems every season, and almost every week. Changing of styles, lasts, machinery and help are all things that have to be contended with. Material is affected by the daily fluctuation of the market. Shrewd business men have contracts with tanners to furnish leather at a certain price for the season's run. This is the only safe way in which the cost of production can be accurately figured.

When the trials are made for samples, the superintendent should know exactly what his leather is going to cost him for each shoe for the coming season. In the cost of material, should be included the transportation charges, whether it be freight, express or drayage. Factories making several thousand pairs of shoes will find that this runs up into the thousands of dollars at the end of the year. It is wrong to figure this as a general expense, for the price that is paid for the leather is the amount it costs laid down at the door of the factory. If this is figured as general expense in advance, it can only be estimated as a part of what the general expense of the factory will be, but, from a trial shipment or from past records, the transportation costs can be almost accurately calculated.

(To Be Continued.)

RE-LASTING AND LAST PULLING.

In factories where shoes are made in case lots, it is both possible and practical to do away with last distributing and sizing out from the bins, as it is done in most factories today. This applies to welts and McKays both.

If one will notice, there is seldom more than four or five ways in which the tag is marked out as regards the sizes.

If the foreman will have the boy that pulls out the lasts size them out as he goes along, he will find that the re-laster will be able to match the lasts with work he has ahead of him, sometimes without any change, and again with the changing of but a few pairs of lasts. It is much simpler, easier, and quicker than the old system of distributing them in the bins and then sizing them out.

This system can be used just as well on welt or turn shoes where they are made in case lots. In factories making from 1500 to 2,000 pairs per day, this means a large saving to the firm. The writer will give further details of how this may be done.

Mr. Hill Criticised.

Some of Mr. Hill's Statements Declared Impracticable.

No matter what grade of stock a man cuts, be it insole or outsole stock, it is most profitable to cut the stock up clean, then sort the product.

There appeared in these columns in the issue of Nov. 1st, an article on Goodyear channeling, written by Henry Hill of Milwaukee, Wis., to which article in part, the writer begs to file exception.

Mr. Hill states that he cuts butts averaging about eight square feet into insoles. He first sorts these butts into fine, semi-fine and coarse, then cuts the insoles, after which operation the insoles are run through the grading machine to be evened, and the weight stamped thereon, and after the latter operation is over with, the insoles are again looked over, as there are bound to be fine in the semi-fine, and semi-fine in the coarse, which are picked out and placed in their respective batches.

This system, the writer declares to be decidedly wrong, for it stands to reason that there is no necessity of sorting the butts and then going through the next operation of sorting the insoles. If, as Mr. Hill states, the butts are cut in large quantities, and he is able to use the full product, the butts should not be sorted, but the insoles should thereby eliminate the expense of the first operation of sorting the butts.

No matter what grade of stock a man cuts, be it insole or outsole stock, it is most profitable to cut the stock up clean, then sort the product. This, of course, is not applicable to turns, as in cutting the latter, one must cut for weight and first quality only. In this day and age, when the prices of bottom stock are soaring sky-high, one must, to be

successful, eliminate all unnecessary expense.

Then Mr. Hill states further, that he channels three and one-half iron flexible insoles. This sounds ridiculous to the writer.

When one channels an insole of four-iron weight, he has gone as light as is permissible, then the insole must be treated with the Gem process. If one eliminated the gemming on a four-iron insole, the channel would not be substantial enough to support a sole or even a stitch, and consequently, before the shoe would have been worn a week or two, the channels would tear out.

If this is attributed to a four-iron ungemmed insole, the writer would be pleased if Mr. Hill would state in this magazine how he succeeds with a three and one-half iron Goodyear insole.

Mr. Hill still makes another assertion; namely, that of giving his three and one-half iron Goodyear insole a channel with a 5-16 between substance. This, the writer brands as being entirely out of reason. An insole, no matter of what weight, having a between substance of such proportion, could not be inseamed, for the simple reason that, in making so long a stroke, the inseamer would penetrate the insole. If this be the case with a heavy insole, will Mr. Hill please state how he succeeds with a 5-16 between substance on insoles as light as 3 1-2 iron?

Mr. Hill had an article in these columns last winter on the amount of side sole leather a sole cutter should cut for a fair day's work, to which article the writer

of this also filed exception, and invited Mr. Hill to a debate on the subject through these columns, but Mr. Hill never accepted the challenge, nor even replied. Will Mr. Hill please take notice to this and reply?

GOODYEAR INSOLES.

A Friendly Criticism of Mr. Hill's Article.

It was with the feelings of mingled satisfaction and pleasure that I sat down to read the article of Henry Hill, on page 221, regarding the fitting of Goodyear innersoles. Mr. Hill's articles always give me pleasure because they invariably show wide experience, ample ability, and good, sound common sense. The article on "Goodyear Insoles" was no exception until I finally came to that section giving the illustrations of "Between Substances."

Knowing something, as I do, and as most men in the trade do, of Mr. Hill's shoemaking career, I am inclined to judge that this "Between Substance" measurement does not appear in the Red Book as written by Mr. Hill, that it is in fact an error of the type-setter, or the printer. For instance, he states that on the S grades of insoles the "Between Substances" should measure 5-16 of an inch. Now this is 1-4 of an inch and 1-16 of an inch, and if one stops to remember that the needle used on the inseamer is a curved needle, and moves in the arc of a circle, they will realize that in traveling 5-16 of an inch between the point of entrance and the point of leaving substance, that it will carry the needle almost entirely through the innersole at its lowest point. If Mr. Hill actually leaves this amount of "Between Substance" on his Goodyear innersoles, I will guarantee that the needle bill in his welt room was relatively a tremendously large one.

We are using in this factory a set to our knives, which gives us the following measurements "Between Substances": 4-32 in. on the F. grade, 6-32 in. on the

M.S. grade, and 7-32 in. on our S. grade.

Personally, I do not see the need of any more "Between Substances" than this, it has proved satisfactory to us. It holds and never gives way under ordinary wear, and that is all that is necessary.

This question of the setting of the Goodyear innersoles is a tremendous important one, and it is well that such men as Mr. Hill are giving their attention to such discussions, but, I believe as said before, that there is some error in this particular point. I, therefore, write so that either Mr. Hill or the editor, or both, may have their attention called to this error, so that proper corrections may be made.

THE WAGE SCHEDULE IN LYNN.

Standard Lynn wages were set up as follows by M. J. Tracy, general secretary of the United Shoe Workers of America, in a recent discussion of wages of shoe workers in Lynn and other cities. Cutters get \$4.50 a day for doing 100 pairs of button shoes, and they earn \$22.50 a week.

Side lasters, doing machine work, get \$1.20 per 100 pairs. Each laster does about 2,000 pairs a week, and earns about \$25 a week.

Inseam trimmers in Lynn, doing machine work, get 50 cents per 100 pairs. Each operator does 4,000 pairs a week, and earns \$20 a week. McKay stitchers in Lynn get eight cents a dozen. Each stitcher does about 300 dozen each week, and earns \$24 a week.

These wages are paid in shops in which the price list of the United Shoe Workers of America prevails, and are for a full week's work.

In some cities making the same line of shoes as Lynn, wages are lower than in Lynn. In one city, cutters earn \$17.50 a week, side lasters earn \$16 a week, and inseam trimmers earn \$11.20 a week. In another city, McKay stitchers earn \$15 a week.

Cost Building.

**Illustrated on the 100 Slaughter Sides in Issues
of June 7, 14, and 21 of American
Shoemaking.**

By "Hedson," Northampton, England.

(Continued from Page 271.)

Note:—The price obtained in column P will determine whether stock has been sorted correctly to iron substance. It will be noted there is a difference as substance decreases, although not uniform.

4. The relative cost of different shapes when of same cut value; also difference between youths, boys, etc.

It is not advocated that this method could be applied to every costing, but it appears to the writer that to the beginner some

If an exact difference was wanted some slight readjustment could be made or greater care used in exact sorting.

Resulting Factors:—

1. Material cut up and cut values determined.

2. Percentages shown for future reference and comparison.

3. Regularity of sorting shown by resulting prices per pair.

method or principles must be laid down by which he may obtain his original or first costs, and also enable him to know how to compare results of different stock by the standards set up, and further to ascertain, by his figures, which lines are best to purchase, and if new lines are bought, how to cost them on a proper basis so as to be quite sure of his results.

Analysis giving the "Cut Value" per lb. as shown by the allowed prices per pair given in Red Book.

	Weight lbs.	DESCRIPTION	Values Given	Cut Val Per Lb.	Pairs	At Per Pair
			\$ c.	cts.		cts.
(a) {	556	Men's No. 1 Soles	231.41	41.62	809	28.6
	325	" No. 2 "	127.89	39.35	493	25.9
	417½	" No 3. "	154.56	37.02	676	22.8
(b) {	192	" Mid Soles	46.02	23.47	363½	12.6
	141	" Slips	41.10	29.14	475	8.6
	25	Boys' Soles	6.19	24.76	35½	17.4
(c) {	2	" Mid Soles	.40	20.00	4	10.0
	60½	Youths' Slips	16.78	27.73	321	5.2
	34	Men's Counters	7.22	21.23	146½	4.9
(e) {	91½	" Insoles	22.00	24.15	229	9.6
	3½	Y'ths' "	1.04	29.71	17	6.1
	17½	Boys' "	4.88	27.88	59½	8.2
(g)	38	Men's Top Pieces	21.34	*56.15	484	4.4
(h) {	6	Boys' " "	.90	15.00		
	161	Large Uncut Heeling	4.83	3.00		
	308	Small " "	6.12	2.00		
	38	Skivings	1.14	3.00		
	134	Floor Scrap				
	2548½					

COMMENTS:—

- (a) Grade well for "cut value," also price per pair.
- (b) "Cut value" per lb. appears high for these; also (c).
- (e) Note cut value of youths' compared to men's; although price per pair grade fairly well.
- (f) Note boys' insoles cost 8 cents, youths' 6 cents, possibly an error.
- (g) Note "cut value" per lb., 56 cents, *15 cents higher than soles.
- (h) Could uncut heeling be purchased as low as three, and two cents per lb.? If not, value of this wants increasing.

THE TURN SHOE.

The article which appeared in your journal Nov. 8th, "Turns Need Thicker Bottoms," I wish to say has my approval. I always did say that turn shoes made for street wear for women or children are not durable enough, as the soles are too thin for wear. Although a few manufacturers are making a turn shoe with an extra heavy sole that requires an 11-iron to set the

edges, which they claim will overcome the difficulty as to pebbles hurting the feet, but the result is that the stitching up the soles are too heavy for the thread to stand the strain, and when a turn shoe is made with a double sole that can be repaired, the turn shoe will not be a success for street wear, although the turn shoe is the only flexible shoe on the market for comfort to the consumer.

A Stitch Room Lay-Out.

A series of short double benches extend into the room at right angles to the wall. Each of these benches has four machines placed on each side.

Fitting rooms may be found where it is necessary to stop the power on the whole side of a room in order to make repairs or unwind a caught belt at any part of the line.

Some four years ago, American Shoemaking published a description of the layout of an upper fitting room in the Middle West.

This room was unique at that time, in that it was the only room in the country so far as is known, having the benches—all short benches—placed at right angles to the wall.

case, two benches are driven by one electric motor. Thus a section may be closed down without stopping the power in the whole room.

Even at this late day, fitting rooms may be found where it is necessary to stop the power on the whole side of a room, in order to make repairs or unwind a

In this article we are describing and illustrating a similar layout, which is found in several of the newest built factories in New England.

As may be seen in the illustration, a series of short double benches extend into the room at right angles to the wall. Each of these benches has four machines placed on each side. A shaft is under each bench and, in this

caught belt at any part of the line. And today there are fitting rooms in the country where racks must be pushed one-third the length of the room to find an opening through which it may gain entrance to the line of operators. Then, perhaps, it must be pushed nearly back again to reach the particular operator for which it is intended. In the run of years this entails a big total

of unnecessary labor and lost motion.

But, in the layout here shown, a big saving in floor space is gained, it is easy to get at every machine and every operator, a section may be shut down while yet the rest of the machines are kept in operation, long rack hauls are eliminated and a superior light is obtained.

In this case the fitting room is with the cutting room, on the top floor and, in addition to the side

time method was successful then and is even now being adopted by some of the best manufacturers. There are quite a few who temper the tip only and others who temper the whole vamp.

It is a fact that shoes lasted in that condition adapt themselves readily to the lasting operation, and the shoe is almost certain to retain the lines better and for a longer time than when lasted dry. In these days of keen competition little things like this count.

light from the windows, a large deck light in the middle of the roof makes a perfect light at every machine.

This room shown, is always neat. The walls are kept whitened and the floors unlittered.

This is entirely due to the charming lady in charge, who is seen sitting at the table in front of the desk with her scissors for a few moments lying idle before her.

The layout is that of the Hodsdon Mfg. Co. at Biddeford, Me.

TEMPERING UPPER STOCK.

"Once upon a time,"—no, this is not a fairy tale, but refers to a period several decades back, when manufacturers used to temper upper stock. This old-

THE QUESTION BOX.

A Shoe Cover That Would Save Money.

Editor American Shoemaking,
Boston, Mass.

Dear Sir:

Can you give me any information which will lead to my finding a shoe-cover which laces up in the back or hooks up in the back, and which has an elastic band or other device by which such cover hugs in around the edge of the sole, and thus save cutting out of same?

Such a cover would be a winner and save manufacturers, making white or colored shoes, thousands of dollars yearly. Can not the Red Book either find or invent such a cover?

SHIFTING OF LABOR.

One of the Big Elements in Accurate Figuring of Costs.

At one time I visited a large shoe manufacturing city in the West, and found there that help was extremely scarce, manufacturers, superintendents and foremen were at a loss to maintain discipline, since no man cared for his job.

One of the greatest elements of figuring cost was the continual shifting of help, and a prevailing condition of uncertainty where many machines were occasionally idle because men and women left their jobs without others being found to fill them. In fact, conditions were so bad in this town within the last few years, that one large concern hired a woman and kept her under salary, doing nothing but visiting from house to house, trying to work up new prospects in fitting-room help. Another large shoe concern in this same town, no longer ago than January, 1912, offered a bonus of 5 per cent of wages to every operative who would stay with them continuously and give satisfaction for the next six months. This five per cent to be paid on all wages earned by each operative between January 1 and June 1.

This move towards co-operative relations was said to result very satisfactorily. If such means give satisfaction in regard to keeping men on their jobs, why is not the system a good one to incite men to greater capabilities and efficiency? It is being tried out, in many factories, in many parts of the country and the idea is sound. It would seem to many that the only objection which could possibly be raised against the good man getting the good wage and the poor man getting paid in accordance, would be an opposition right to be raised only by the labor unions. And even then no serious objection could be made to a shoe manufacturer making a gift of what belonged to himself, as he saw fit. And certainly there can be no more reasonable object to whom one

can make a gift than to one who has worked faithfully in our interest.

This quarrel over the right of a man to give away what belonged to him is as old as the householder, who agreed with laborers for a penny a day, and sent them into his vineyard, as you remember. When evening had come he gave orders that those who were hired later in the day be given a penny the same as those who had worked the entire day, and when they murmured against the good man of the house, it was recorded that he answered one of them and said: "I do thee no wrong, didst not thou agree with me for a penny? Take that thine is, and go thy way. I will give unto this last even as unto thee. Is it not lawful that I do what I will with mine own?"

BETTER THAN THE AVERAGE.

"These lasting machines average about 400 pairs a day, I think," said a manufacturer who was showing a visitor through his factory, "I'll ask the foreman exactly what they are doing."

"Four hundred pairs a day is a low average," replied the foreman. "Most of our competitors are averaging 600 pairs a day. We're doing 700 pairs."

"You must be making money in that department," said the visitor.

"I'm sure I am," replied the manufacturer. "Any man who does better than the average is bound to make money."

RUSSET LEATHER CLEANER.

A new idea in russet leather cleaner is being offered by a Brockton (Mass.) firm. It is a concentrated product which is diluted by the user, one gallon making twelve gallons of cleaning preparation. The manufacturer claims that it is thoroughly effective in cleaning cement, water, blacking, wax and all such stains, from either leather or fabric. "Why pay freight on water?" is the slogan of the manufacturer.

Stop asti

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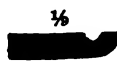
Buy Goodyear Welting from the Bro

AT NO ADDITI

**Any Groove
or Bevel
You Want.**

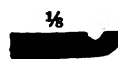


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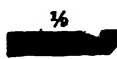


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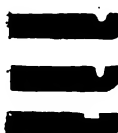


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STANDARD

ADDITIONAL VARIETIES

SHOWN ON $\frac{1}{8}$ THICKNESS CA



This operation is performed on a machin
produces welting grooved without a brok
and bevel of absolutely uniform depth an

**To be brief: In a 33 $\frac{1}{2}$ yd. hank of Bro
you get 33 $\frac{1}{2}$ yd**

ISN'T THIS WORT

BROCKTON RAND COMP

ng elting!

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use further waste.

Y IS HERE:

**ekton Rand Co. ALREADY GROOVED
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U" GROOVE

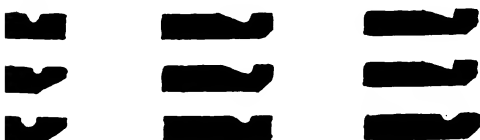


V" GROOVE



**Note a Few
of the
Possibilities**

**OF GROOVE AND BEVEL
BE ADAPTED TO ANY WEIGHT**



of our own invention in a manner which
on joint from end to end, and with a groove
l width throughout.

ekton Rand Co. Welting
s. of which EVERY INCH is available.
H INVESTIGATING ?

ANY, Brockton, U. S. A.

PRISON SHOPS.

What Statistics Show About Conditions at Jefferson City, Mo.

The recent intimation of the Board of Prison Inspectors to the seven contractors leasing the labor of convicts at the Missouri State Penitentiary, that after December 31 next, the price per man would be 85 cents a day instead of 70 cents, the charge in vogue now, has created a demand for statistics covering the annual output of these prison shops.

The Bureau of Labor Statistics gathers data every year covering the manufacturing of the state, which includes prison shops as well as all other establishments employing labor of any kind.

According to the reports of the shoe factories the 1912 output of the prison shops and outside branches was worth a total of \$1,097,833, factory value. They paid out \$216,623 in salaries and wages, of which \$89,869 went to the state for the services of about 452 convicts. Other statistics are: capital invested, \$253,623; value of raw material, \$743,668; paid out for taxes and insurance, \$9,421, and miscellaneous expenses, \$73,406. One shoe factory had a manager with a salary of \$550 a month. Superintendents were paid from \$166 to \$170 a month, and nineteen foremen from \$94 to \$100 a month each. The final selling value is an increase over the factory worth. The "outside" force of one shoe factory consisted of 78 males over sixteen years, earning from \$3.00 to \$25.00 a week; 17 drawing from \$16 to \$20 a week, and 16 from \$12 to \$15 a week. Forty-three females over 16 earned from \$3.00 to \$15.00 a week; 13 drew over \$5.00 but under \$7.00 every pay-day, and 12 drew \$7.00 but under \$9.00. There were also 14 boys and 9 girls under 16, but presumably over 14 years. Twelve boys and 9 girls earned less than \$5.00 a week. One boy was paid from \$5.00 to \$7.00, and another from \$7.00 to \$9.00. Fourteen salesmen earned \$250 a month each; one bookkeeper, \$94.50 and another \$60. Five clerks were paid \$79.73 a month each and one \$40. One woman stenographer drew \$78 a month and one woman clerk \$47.66 a month.

DETROIT CHANGES PAY DAY.

Detroit, Mich., has taken up the matter of abolishing Saturday pay day. The Detroit Chamber of Commerce is pushing the idea. Manufacturers have been asked to pay their employes any day in the week, but Saturday. One of the purposes of the change in pay day is to cause the spreading of trade in retail stores over all the days of the week save Saturday, when the stores will be closed at six o'clock.

Shoe Field Gleanings

About Men and Firms.

—Mr. F. Smith, the factory manager of the Saxone Shoe Co. of Glasgow, Scotland, is to make an extended tour of the United States, studying the American methods of manufacture. Mr. George Abbott accompanies him and they will visit their several agencies in Canada while on this side of the "pond."

—Mr. D. Stewart is new superintendent of the Kimball Shoe Co., Manchester, N. H. The company is manufacturing a line of men's, boys' and youths' McKays, and the capacity of the factory is about 1800 pairs daily.

—The Dunn-McCarthy Shoe Co., shoe manufacturers of Binghamton, N. Y., are having a fireproof stairway built at their factory so that employes may escape from the building in case of fire. They are also safeguarding the property and the employes by the installation of new fire prevention devices.

—Mr. Elmer J. Bliss, president of the Regal Shoe Co., Whitman, Mass., has been nominated as a director of the Boston Chamber of Commerce, for one year.

—Mr. J. J. Desmond, of the J. W. & A. P. Howard Co. of Corry, Pa., was a recent visitor in Boston.

—F. W. Mears, of the Fred W. Mears Wood Heel Co., Haverhill, Mass., has opened up a wood heel factory at Newburyport, Mass. This particular city has always used large quantities of wood heels, and Newburyport shoe manufacturers welcome the better accommodations which the new plant will make possible. At this factory both heel turning and covering will be done.

—Wendell Endicott, head of the Endicott-Johnson Co. of Endicott, N. Y., which is one of the largest shoe manufacturing concerns in the

world, was a recent guest of Harvey H. Farr of Farr Bros. & Co., Allentown, Pa. The Farr Co. are large retailers of shoes.

—Mr. F. R. Harris, who is to be the superintendent of the new factory of the California Co. at Torrance, Cal., is in New England buying machinery and supplies.

—E. P. Nutter has resigned from the superintendency of the Monadnock Shoe Co. of Keene, N. H., and has gone to Milwaukee, Wis., where he has secured a better position.

—Mr. Richard Waterhouse has recently left the employ of Lunn & Sweet at Auburn, Me., to accept a position in the West.

—F. W. Gale, the superintendent and buyer for, and principal owner of the Ashuelot Shoe Co. of Keene, N. H., has been sick for the past four weeks, and absent from his place of business.

While the physician calls his disease by a learned name, his friends persist in saying that he has overworked and are expecting his recovery with feelings of pleasure.

In the meantime, Mr. Gale's brother is doing the buying, managing the business, running his cutting room, taking stock, attending to his duties as City Councilman, as well as being faithful to his many social duties, and his friends also are anxiously watching for Mr. Gale's recovery, lest the brother overworks as well.

—The Commonwealth Shoe & Leather Co. is planning an addition to the Gardiner (Me.) factory, which will largely increase the output at that point. The company announces that it has not as yet made any plans as to the opening of a new factory to take the place of the Skohegan (Me.) plant, recently sold to the American Woolen Co.

Avoid Trouble With Your Shoe Patterns

by suggesting to your pattern maker
that he grade them on the

Preston Power Cutting Grading Machine.

Write For Catalogue

A. F. PRESTON, 280 Dover Street, Boston, Mass.

GA

A handy gauge designed especially for gauging the height and pitch of heels.

Its construction is simple, thorough and long enough to allow both heel and forepart to rest on the gauge while the operation is performed, assuring perfect gauging.

Put up in individual packages.

12 packages (1 dozen gauges) in a box.

United Shoe Machinery Co.

SALES DEPARTMENT

Boston, - - Mass.

New Patents in the Trade.

What They Are About and the Claims Made for Them Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information regarding which may be had through the office of American Shoemaking.

Buffing Machine—No. 1,078,050, to Elmer E. Lane.

Work Support—No. 1,078,511, to Albert A. MacLeod.

Shoe Last—No. 1,078,251, to John S. Busky, Sr.

Welt for Footwear—No. 1,078,043, to John G. Gerber.

Instep Arch Support—No. 1,078,276, to Moses Goodside.

Shoe—No. 1,078,571, to De Roy Austin.

Retainer for Overshoes and Rubbers—No. 1,078,109, to Vestal Reynolds.

Shoe Form—No. 1,078,554, to Charles S. Pierce.

Slitting and Folding Machine—No. 1,078,348, to Herbert W. Hanan and Joseph H. Gates.

PULLING-OVER MACHINE.

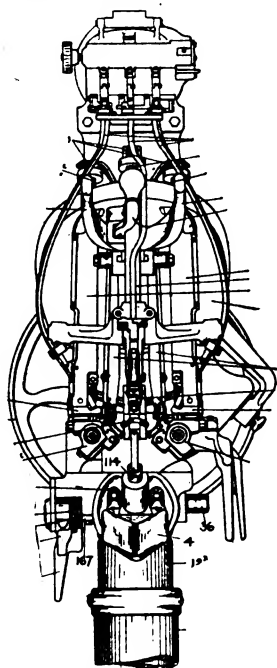
No. 1,077,938.

Letters patent have been granted Ronald F. McFeely on an invention which relates to pulling-over machines, which are used for preparing shoes for lasting by performing the operation known as "pulling-over" the shoes.

Important features of this invention are found in the mechanism for actuating the shoe resting means, which may comprise either the shoe bottom or sole rest or the shoe end or heel rest, or both of said rests.

One feature is found in the combination with pulling-over means, a rest for the last, as for example for the heel end of the last, and actuating mechanism for said rest, of a man-

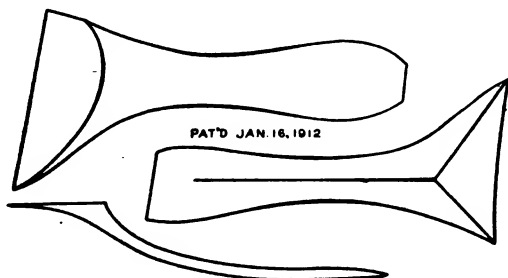
ually operated lever normally connected with said actuating mechanism and means for disconnecting said lever from said mechanism. Said actuating mechanism may advantageously include a cam and a shaft operatively connected therewith and a second shaft with means for



adjustably connecting the shafts whereby the positions of the rest relatively to its driving cam can be adjusted.

Another feature of this invention consists in the combination with a sole rest, a heel rest, and manually operated means normally connected with the said rests for actuating

The Style of a Shoe



depends to considerable extent upon the shank. The latest style in HIGH GRADE shoes is the "Egg Shape" and

"Cottage Bottoms"

To meet this requirement we have produced a new Custom Shank made of selected leatherboard. Cheaper and better than solid leather,

MOORE & CO.,

Manufacturers of Shanks
of all kinds.

Malden, Mass.

them, with or without provision for disconnecting said manual actuating means from one of said rests so that the other rest may be moved alone, or with or without provision for permitting one of said rests to be moved by said manual actuating means farther than the other rest is moved.

The machine may also have means for locking one rest after it has been moved and permitting further movement of the other rest by said manual means. Preferably there is provision for returning said rests, which may have been moved through the same or different distances, always to the same initial position. In the illustrated construction, certain characteristics of which are new by this invention, a lever is normally connected with both rests for actuating them manually, the connection being made through a novel arrangement of pawls and a pawl disengaging device that is arranged to act on the pawls successively. Preferably there is means arranged to become operative after the disengaging device has disengaged one of the pawls to warn the workman that further movement will disengage another pawl. This result may be obtained for example by a plurality of springs offering a change in resistance when the successive pawls are about to be acted upon by the disengaging device.

Another feature of the invention consists in the combination with the rests and said manually operated means, of mechanisms for automatically actuating the rests and holding them in actuated position independently of said manual operating means, with or without provision for disconnecting one of the rests from the automatic means to permit of manual operation of the other rest in either direction.

BUFFING MACHINE.

No. 1,078,050.

Letters patent have been granted Elmer E. Lane on an invention which relates to buffing machines and is herein illustrated in connection with a machine for buffing parts of boots and shoes. In machines of this class it has been customary to pass the stock, for example counters, box toes, etc., between a feed roll and a buffing roll which are located approximately in the mouth of a suction conduit and to provide in the rear of the rolls a brush to remove from the buffed stock the dust generated during the buffing operation. With this construction, however, the removal of dust has been incomplete since a certain amount of dust clings to the buffed surface despite the action of the brush and is, therefore, not in position to be swept out by the current of air. Moreover, from the fact that the brush has been arranged in proximity to

the buffing roll, the current of air produced by the suction apparatus has been blocked at just the point at which it should have been permitted free passage.

In order to remedy these and other defects, one feature of the present invention consists in a machine of the class described of a striker arranged to deliver upon the buffed article a series of blows which serve to disengage the dust from the surface of the article and to raise it into position to be swept away. This striker may be placed in any suitable location, and in the illustrated machine it replaces the

usual cylindrical brush and comprises a hub having mounted thereon a longitudinal ridge of stiff bristles, said ridge being arranged to strike the stock once for each revolution of the hub. In this way, the dust is beaten out of the buffed surface of the stock and the obstruction to the current of air between the striker and the buffing roll is but momentary.

Another feature of the invention consists of a perforated guide arranged at an angle to deflect the stock in its passage and direct it back toward the operator into position to be readily removed from the machine.

ALBANY LAST CO.
ALBANY - - NEW YORK

**MAKING GOOD
LASTS**

SINCE 1903 : : :

Let us Send You a Trial Pair.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Lynn shoeworkers' unions have filed with the Joint Shoe Council their answers to the request of Lynn manufacturers for a graded price list. The council will file the answers with the Shoe Manufacturers' Association, and then they will be made public. It is said that some of the unions have voted to co-operate with the manufacturers in establishing graded price lists, but that other unions have flatly refused to do so. It is the common opinion in Lynn that the manufacturers and the unions will fail to establish a graded price list. In that event, the manufacturers will either start branch factories in country towns for making second and third grade shoes, or will adopt the stamp of the Boot and Shoe Workers' Union.

—The bottom finishers in the factory of Joseph I. Melanson & Bro., makers of welt and McKay shoes for misses and children, Lynn, went on a strike Monday, Nov. 17. They say that they are striking because two bottom finishers were laid off. Mr. Melanson says that they are striking because he decided to stain the bottoms of his cheap shoes, instead of blacking them. The staining process is cheaper. It doesn't require as much labor as does his blacking process. Mr. Melanson says that he used to finish bottoms in the most expensive way at the dictation of his help, and that he will do so no more. Either he will run his own business or will get out of Lynn. Mr. Melanson also declares that the collectors for the unions who are in his work-rooms are too officious, and that they frequently interfere with the orders of his foremen.

—Lynn salesmen are starting off with samples of shoes for next fall and winter. They show chiefly shoes of patent, dull calf, and Russia calf leather. There are three grades of lasts, the recede toe high heel last, for the Eastern trade; the baby doll last for the Western trade, and the English last for general walking. About 90 per cent of the boot samples are button fastened. The salesmen also have a number of late novelties in low-cut shoes for spring and summer, such as Parisian and

Athenian ties, and tango pumps, some with rubber soles and some with chrome side leather soles.

It's a common expectation of Lynn manufacturers that sales of women's shoes in 1914 will run ahead of sales in 1913. It is believed that boots will be the best sellers in the year, running late in the spring, and that the low cut season will be short. It now looks as if patent leather would be the leading leather in Lynn's shoes in 1914. In some shops, from 50 per cent to 60 per cent of the shoes will be of patent leather. In others, the percentage will drop down to 30. About one-third of the shoes made in Lynn will be of black calf. One-tenth will be of black kid. The remainder of the shoes will be made of Russia calf, white buck, black ooze, white canvas, velvet, satin and a few other novelties.

—The A. C. Lawrence Leather Co. is remodeling the Crowningshield factory at its Peabody (Mass.) plant. It was originally the Crowningshield mansion. It is to be made into a coat room for the men employees of the factory.

—Sheehan & Egan, dealers in machinery, State street, Lynn, have sold most of the machinery of B. F. Spinney & Co., Norway, Me., and have transferred the remainder to their shop in Lynn. The Norway factory has been stripped.

—Henry Spinney, who was superintendent of the factory of B. F. Spinney & Co., Norway, Me., has returned to his home in Lynn.

—The Lynn Chamber of Commerce has arranged for a through car from Lynn to St. Louis, and will arrange for a through car from Lynn to New York. The through car from Lynn to Chicago is pleasing a number of manufacturers. By using the through car, the manufacturers cut the freight costs much. It is said that manufacturers do not show as much enthusiasm for the through car service as they should, some declaring that it doesn't interest them because they do not pay the freight. The customer does. But the customer adds the freight charges to the cost of his shoes.



LESSEN THE COST OF ATTACHING

PAT'D MESH PLATE, FACTORY SHAPE
"VELVET" Rubber Heels

Especially designed for attaching in the regular way on your heel machines

WRITE FOR SPECIAL PRICES **F. W. WHITCHER CO.**
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The Reece Button-Hole Finishing Machine

THE GREATEST LABOR SAVER IN A SHOE FACTORY

This machine collects the thrum ends and stay cord, and stitches them to the inside of button-hole pieces, without showing through on the right side, and without folding the work, thereby avoiding any marking or creasing.

Button holes that have been finished by the Reece Finishing Machine will keep their shape and outwear any other button-hole, as they are much stronger and more durable.

These machines are in extensive use throughout the world.

Samples of work and terms sent on application.

The Reece Button-Hole Machine Co.

Office and Factory

500 to 514 HARRISON AVE., - - BOSTON, MASS.

Branch offices in all shoe centers.

Brockton and South Shore.

Trade Notes, Personals, Etc.

—The annual report of the results of the Brockton Fair, which is always of interest to people in the shoe industry, has just been published. It shows receipts of \$99,055.32; expenditure, \$87,964.43, showing a profit of \$11,090.89. This was not quite up to the record of the past four years, on account of the bad weather during the week of the fair. Following their annual custom the association has made a gift of \$500.00 to the Wales Home for Aged Women, and \$500.00 to the Brockton Hospital. Charles Howard, senior partner of the Howard & Foster Co., was re-elected president; Fred F. Field, of the F. F. Field Co., one of the vice-presidents, Perley G. Flint, of the F. F. Field Co., secretary; Horace A. Keith, head of the Brockton Webbing Co., Herbert L. Tinkham, treasurer of the W. L. Douglas Shoe Co. and Walter Rapp were elected on the board of directors..

—At the bi-ennial convention of the Y. M. C. A. for Massachusetts and Rhode Island, held in Boston last Tuesday, Preston B. Keith, head of the P. B. Keith Shoe Co., of Brockton, was elected on the board of Directors, Lewis A. Crossett, head of the L. A. Crossett Co., of North Abington, is chairman of the executive committee.

—Albert Cote left last Tuesday for Augusta, Me., where he is to be foreman of the stitching room at the factory of the C. A. Eaton Co. He was formerly foreman of the stitching room at the Sears-Roeback Co factory in Holbrook.

—George E. Keith, head of the George E. Keith Co. of Brockton, has been invited to speak at a meeting of the Brockton Chapter of the N. E. Telephone and Telegraph Co. He will talk on his recent trip to South America.

—Against his protest, and in opposition to his wishes, Charles F. Penney, at the W. L. Douglas Shoe Co. in Brockton, was placed in opposition to ex-Alderman Jackson, at the recent Progressive caucus, as a candidate for Mayor. He won out by a safe margin, carrying five out of the seven wards in the city.

—The advanced price list recently obtained by the lasters of Brockton has been accepted by the L. A. Crossett Co. and M. N. Arnold Co. of No. Abington. This will affect the wages of 120 men, 75 in the Crossett factory and 45 in the Arnold factory. This is in line with the work of the Boot and Shoe

Workers' Union to get a uniform wage scale on all parts of the work in all the factories of the South Shore shoe district.

—M. W. Fitzgerald has taken a position at the factory of Sears-Roeback Co. in Springvale, Me. He was formerly with the A. E. Little Co. in Brockton.

—Charles F. Stetson, foreman of the finishing room at the factory of Rice & Hutchins for the past ten years, has resigned. He has been identified with the shoe industry in Brockton and vicinity for the past fifty-two years. He intends to devote his time now to his farm.

—Last Saturday afternoon, fire did a \$500 damage to the stitching room and adjoining floors at the factory of the E. E. Taylor Co. in Brockton. Prompt action by the local fire department and the automatic sprinklers averted a serious conflagration. The factory started as usual on Monday morning.

—W. Everett Show, head of the order department of the Geo. E. Keith Co. in Brockton, whose engagement was recently announced, traveled across the country over three thousand miles to meet his bride in Seattle, Wash. They will make their home in Brockton.

—George Dana Morse, general manager of the jobbing department at the George E. Keith Co. plant in Brockton, sailed last Monday for his home. Mr. Morse spent the last two months in Scotland.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday night, two new members were admitted to membership. Saturday night, a "smoker" was held under the direction of the entertainment committee.

—Shoe shipments from Brockton last week show a total of 13,916 cases, forwarded from shipping points as follows: Brockton Centre, 2814 cases; North End, 5946 cases; South End, 5156 cases. The total shipments to date this year amount to 636,802 cases, a gain of 16,143 cases over the figures set for the same number of weeks in 1912.

MR. C. E. SLATER IN VANCOUVER, B. C.

Mr. C. E. Slater, formerly president of the Slater Shoe Co., of Montreal, Canada, is in Vancouver on a business trip. He now has control of several lines of specialties produced by some of the large shoe manufacturers in the United States and Canada.

**IF IT BEARS
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Upon The Quality**

United Shoe Machinery Co.

Boston, : : Mass.

JEFFERSON CITY JOTTINGS.

—Mr. J. G. Osgood, traveling the Central States, representing the Economy Stay Company, shoe trimmings manufacturers, has resigned his position with this concern and has accepted a position with a shoe concern in Chicago. Mr. Osgood will be succeeded by Charles Pearce, Jr.

—Frederick Kurtzeborn, the clicking machine and block man of the United Shoe Machinery Co., was in this city Tuesday and Wednesday, calling on the factories. Kutzey, as he is known to the boys, is always a welcome visitor to the shoe trade.

—Arthur Scott and wife were in this city to attend the funeral of Mrs. Scott's father, who was a tanner of hides here for the past fifty years. Mr. Scott travels this territory for the United Shoe Machinery Co.

—Mr. Gueny, the stitching room man of the United Shoe Machinery Co., was in town for a few days. From here he went to Mexico, Mo., to call on the Friedman-Shelby branch of the International Shoe Co.

—The Kirksville (Mo.) factory of the International Shoe Company are preparing to take care of the large order that their main factory secured under contract from the government for 30,000 pairs of army shoes.

—The Bolivar street factory of the International Shoe Company are winding up present orders in preparation for stock-taking, and their employees will be given a three-days' vacation.

—The wife of Junius Murray, who for some time has been foreman of the lasting room of the A. Priemeyer Shoe Co.'s Main street factory, died at St. Mary's Hospital after an illness of four weeks.

—Charlie Clark is now head machinist of the Main street factory of the International Shoe Company, having succeeded Mr. Hugo.

—Frank Carson, cutting room foreman of the Bolivar street factory of the International Shoe Company, is getting up a camping trip to take place the three days that his plant will be closed down for stock-taking. We expect to be able to report the catching of big bags of game at the next writing.

—All the shoe factory boys in this city not now subscribing to American Shoemaking, kindly call up No. 39 and ask for J. B. Pearce, who will tell you of some features contained in this up-to-the-minute factory paper, that cannot be found in any other magazine catering exclusively to the shoe factory and its operators.

CHARITY PLAN OF MR. COBB.

Mr. E. W. Cobb, of the firm of Beggs & Cobb and president of the Boston Boot and Shoe Club, advocates the forming of a beneficent society, similar to the beneficent society of tanners in London. This society has been in existence for over 50 years and dispenses charity wherever it seems most needed in the trade. One hard and fast rule

Mr. E. W. Cobb.

is adhered to and that is that its charities shall be secretly and wisely distributed. Mr. Cobb has a copy of the constitution and by-laws of this society and advice in regard to its proceedings. Mr. Cobb believes that through a society of this kind many unfortunates would be helped out of distressing circumstances and, at the same time, everybody would be giving a helping hand to the man who is down.

Mr. W. K. Tozier, a well-known cutting room foreman, is now with Chas. S. Bates at Exeter, N. H.



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.
GEORGE W. INGALLS, Lynn, Mass.

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Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
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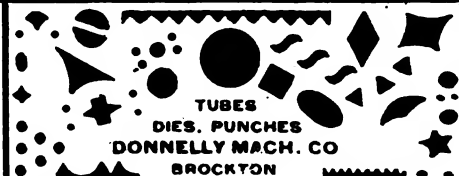
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Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

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Cut Shoe Supplies of Every Description

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Novelty Edge Protectors

Save money in the packing room. Make tip repairing easy.

Keep fair-stitching and edges clean

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Men's and Women's

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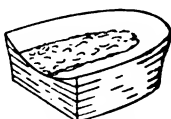
Surplus Shoes Dispose of returned or in stock footwear by advertising in Wholesale Bargains—*The Bargain Buyers' Magazine.*

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Heels and Heel MACHINERY

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119 TRIBOU ST. BROCKTON, MASS

TOP LIFTS, SHANKS SOLES

Misses', Children's and Infants'

Chapman Tap and Counter Co.
[Haverhill, Mass.]

Industrial Information.

Notes of New Factories, New Enterprises, New Firms, and Changes in the Trade.

NEWTON, N. H.

It is reported that Charles Clifford is soon to build a new shoe factory in the rear of his home on Main street.

KITTERY, ME.

The ROCKINGHAM SLIPPER CO. has been organized for the purpose of manufacturing boots and shoes. It is capitalized at \$10,000, none of which is paid in. James R. Somes is president; Ernest S. Neal, treasurer. Both Mr. Somes and Mr. Neal are from Newfield, N. H.

XENIA, OHIO.

The capital stock of the XENIA SHOE MANUFACTURING CO. has recently been increased from \$100,000 to \$150,000.

ANNVILLE, PA.

The new annex to the Kreider shoe factory is now completed and the machinery and shafting is being installed. When fully equipped the new addition will be capable of turning out about 3,000 additional pairs of shoes, and will bring the capacity up to 15,000 pairs weekly.

PHILADELPHIA, PA.

The new factory of the REGAL SHOE CO. is now in running order, and they will manufacture women's shoes. They have 37,000 square feet of floor space, and the factory is well lighted and ventilated.

PORTSMOUTH, OHIO.

The capital stock of the recently incorporated Gem Shoe Co., has been increased from \$5,000 to \$15,000.

LYNN, MASS.

—The Kosmo Kid Co., a new concern, has taken the old Pevear factory in Lynn, and will manufacture kid leather in it. N. A. Sahalin, who was formerly with the Delaware Leather Co., will manage the new concern.

NORWICH, N. Y.

The SCHAPIRO SPECIALTY CO., Inc., is the name of the recently incorporated company for the manufacture of boots and shoes. The capital stock is \$30,000, and Louis Schapiro, Edgar J. Rosenfeld and Milton M. Goldsmith are the incorporators.

NILES, MICH.

An agreement between Mr. Tappan and the Business Men's Association has been made, whereby he will establish a shoe factory here. It is reported that A. C. Krueger has offered a free site with a frontage of 88 feet on Lincoln avenue, and a depth of 230 feet, if they wish to consider that location.

PORTLAND, ME.

A company has been organized under the name of the PLACID RIVER DEVELOPMENT CO. to manufacture and deal in machinery, leather and rubber. The capital stock is \$200,000. The officers are A. G. McPherson, president; W. S. Linnell, treasurer.

HARRISBURG, PA.

The GLENN SHOE MFG. CO., which recently went into bankruptcy, has been purchased by the HARRISBURG LEATHER PRODUCTS CO., and the new company will manufacture baby shoes and moccasins. They are located at 1420 Wyeth street. At present there are only forty-five workers, but it is expected that the number of employes will soon be increased.

ST. PETERSBURG, FLA.

The property has been purchased for some time for the building of a shoe factory by SAINT BROS. They expect to erect a plant of an estimated cost of \$20,000. The Saint Brothers were practical shoemakers in Messina, Italy, but their property was destroyed by the earthquake in that city.

GLOVERSVILLE, N. Y.

The shoe leather dressing plant of G. LEVOR & CO. was totally destroyed by fire last week. The loss is estimated at \$200,000.

CHICAGO, ILL.

The WEAR-U-WELL SHOE CO. has been incorporated to manufacture and sell shoes and leather supplies. The capital stock is \$5,000. The incorporators are William R. Watson, Harland S. Perrigo, and Arthur N. Thomas.

SEATTLE, WASH.

The P. F. GIBEAU SHOE MFG. CO. has been incorporated for \$5,000.

WINSLOW BROS. & SMITH CO.

SHEEPSKINS AND CABRETTAS

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price difference between the
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Our St. Louis Letter.

(From Our Special Correspondent.)

—The suit of Frederick B. Warren to enjoin John C. Roberts, multi-millionaire vice-president of the \$25,000,000 International Shoe Company, the principal stockholder of the "New St. Louis Star," from interfering with his editorial control of the newspaper, was dismissed recently in Circuit Judge Grimm's court, by L. C. Johnson, attorney for Warren. Beyond saying the matter had been settled amicably out of court, attorneys for both sides refuse to state the terms of settlement, or whether any had been made. Warren claimed he had an eight-year contract. Roberts and his associates denied this. They said they had not paid Warren a dollar or had any negotiations with him or his lawyers. When seen shortly after at Hotel Jefferson, one of the most expensive in the city, Warren said he was in a position to take a long rest; he expected to spend the holidays in Boston, then return and make St. Louis his home indefinitely. He said his settlement was actual, not mythical. It is said that Nathan Frank, a former owner of the "Star," made the settlement as a disinterested party. He offered his services unsolicited and his suggestions were accepted by both parties. It is the consensus of opinion that Mr. Warren was paid a year's salary to surrender his eight-year contract, although the parties to the controversy would not discuss it pro or con.

—Nathan Solomon, formerly superintendent of the packing department in the Security factory of the Hamilton-Brown Shoe Co., has opened a shoe store and repair shop at 18th and Olive streets. He will also manufacture custom shoes in the near future. Mr. Solomon was with the Hamilton-Brown Shoe Co. for more than six years. He is soon to marry Miss Rachel Jacobs, the daughter of a wealthy retired merchant of this city.

—Chas. Christensen has resigned as foreman of the packing room in the Security factory of the Hamilton-Brown Shoe Co., and will be suc-

ceeded by Joseph Schopp, who recently came from Minneapolis, Minn. Mr. Schopp also has charge of the finishing department in the same factory.

—Oscar Burg, president of the Superior Shoe Co., of Chester, Ill., was a visitor in St. Louis recently on business. He is making arrangements to equip his factory to make turns and welts. His firm has made only McKays heretofore. Mr. Burg says his firm is prosperous and looks forward to a bright future.

—A representative of the American Shoemaking learned from a member of the United Shoe Workers that the union sought to establish a nine-hour day in all the shoe factories in St. Louis and surrounding territory. He said as much work could be gotten out in nine hours as in ten, and pointed to the American Lady factory of the Hamilton-Brown Shoe Co. as an example. He said the factory output is greater now under the management of Supt. Caleb B. Kimber, who operates the factory on a nine-hour schedule, than it was last year under a 12-hour work day.

—S. S. Brill, an expert on questions pertaining to Latin-America, has just returned from a trip to Mexico, where he went as a representative of the Latin-American Club at the request of the shoe manufacturers and wholesalers of this city. He said neither life nor property were safe in Mexico for foreigners or natives, and both Federal and Constitutionals appropriate what they need to their armies, while bands roam the country, who are not affiliated with either faction, often robbing, torturing and murdering the inhabitants, regardless of who they are. They have recently held up and robbed several teams claiming to appropriate the merchandise for the use of the army. He advised all the merchants to sell only for spot cash with orders, and not to guarantee delivering anywhere over the International border.

Standard Button Fasteners



8 Cents Per 1000

**We also manufacture Hand
Button Fastener Machines,
Heel Protectors, and
other shoe findings.**

Standard Shoe Machinery Co.

11 Shawmut Street

Providence, R. I.

MARLBORO BRIEFS.

—James Beach, foreman of the sole leather department of a shoe factory in Keene, N. H., has been stopping here for a few days. He is on a business trip to Boston.

—Mr. Edward Leach, who has been in Richmond, Va., in charge of a sole leather department, has returned home.

—James Crotty, who recently accepted a position as foreman of the finishing department of the Thatcher Shoe Co. of Richmond, Va., writes that he is enjoying a trip through the Southern states.

—The Curtis factory of Rice & Hutchins have started in on their new run and are cutting 6,000 pairs of shoes daily.

BELLEVILLE, ILL.

—In a street fight, which lasted thirty minutes, in Belleville recently, between striking shoe workers and strike-breakers, William Patton, recently of Alton, was shot three times in the back. He is not expected to live. Albert E. Feder of Belleville, a molder, was seriously cut on the right arm and side. Max Fellner of Belleville was stabbed three times in the side and "Pat" Rickert of Alton was cut in the right side.

Patton is at St. Elizabeth's Hospital, Feder is in St. Vincent's, and the two other wounded men went to their homes after having received surgical treatment.

The fight started about 6 o'clock at the corner of Jackson and B streets, in front of the First Baptist Church, when Raymond Bonnell, John C. Allen and William Durfee were returning from work and met the others.

The police arrested Bonnell, who is charged with the shooting; Allen, who is said to have done the stabbing, and Durfee, who was in the party.

Bonnell and Allen deny the charges against them. From Bonnell, the police took an automatic revolver with four empty chambers.

Henry Stuentler of Belleville told the police that he was nearby when the fight started, and was the target for two shots fired by Bonnell.

Shoe workers of Belleville have been out on a strike for four months and workmen to replace the strikers have been brought in from other places, most of them from Alton. Street fights between the factions are of nightly occurrence, but heretofore the clashes have not resulted so seriously and weapons have not been used. The strikers are members of the United Shoe Workers. They asked for small increase in wages and a recognition of the union.

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Five minutes walk to forty theatres.
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 Most convenient location in New York.

Well Equipped Reading and Writing Rooms

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Known to good lovers for almost twenty years. The dollar dinner of Hungarian Specialties, with wine has become famous. A 60c. luncheon is a regular feature. The Cafe Boulevard also serves a 25c. and 50c. unexcelled Club Breakfast.

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**Rough Belting Butta,
 Bends, and Shoulders,
 Backs, Bellies
 and Heads.**

**Tanned From Packer
 Hides, In Vats With
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Boston—St. Louis—Rochester—Los Angeles

WEDDING ANNIVERSARY CELEBRATED.

Last Friday evening two hundred heads of departments and members of the corporation of the George E. Keith Co., met at the home of Mr. and Mrs. Charles E. Moore on Garfield street, Brockton, Mass., to help them celebrate their twenty-fifth wedding anniversary. George E. Keith, Myron L. Keith, Eldon B. Keith, and Oscar C. Davis, all of the Keith Corporation, were special guests. Lunches of ices and cake were served, and the South Congregational Church quartette gave an informal program, Mr. Moore being chairman of the music committee of that church. The gift of the corporation was a hall clock, and from the heads of departments, a cabinet of silverware. George F. Cole, L. H. Carr, Chester W. Dailey, Carleton R. Blades and W. T. Card had charge of the affair.

Mr. Moore began his work in the shoe industry as a boy of fourteen, sweeping the floor in the stitching room at the factory of Thomas White & Co. in Brockton. After working on every part of the work in the room, he was promoted to the position of foreman of the same room in which he had started as a lad of fourteen. He remained with that firm thirteen years. Later he was, for one year, foreman of the stitching room at the factory of the S. H. Howe Shoe Co. in Marlboro, Mass., resigning to accept a position as foreman of what is now the No. 1 factory of the George E. Keith Co., at that time the only factory operated by the Keith people.

After seven years' service in that position he was promoted to the position of superintendent, succeeding William Ellison. As the business developed, and other factories were built in Brockton, and outside factories established, he was made general superintendent of the whole system, with 5,000 employees, 84 foremen and 9 superintendents under his general management. He was born in Milford, Mass., forty-seven years ago, but had been a resident of Holbrook, Mass., for many years before moving his family to their beautiful home in the South end of the city. He was, for several terms, president of the Brockton Association of Superintendents and Foremen, bringing to that office high ideals of what such an organization should be. These

ideals, since carried out under the present organization, has made it the most successful of its kind in the country, and of great benefit to the trade and industry, as well as for the betterment of the community of which it is a part.

Mr. Moore is a member of all branches of the Masonic fraternity, the Knights of Pythias, Commercial Club, Country Club, and a vice-president of the Brockton Y. M. C. A.

ENGLISH SHOEMAN'S GUIDE.

The Shoeman's Guide, a convenient directory of the English shoe and leather trade is published by the Halford Publishing Co., Ltd., 26 Corridor Chambers, Market Place, Leicester, England. The book carries classified lists of the shoe manufacturers and allied branches, together with information regarding technical terms as used in Great Britain. The price of the book in the United States is \$1.00 a volume. Full information regarding it may be had through the office of American Shoemaking.

1911 LOCOMOBILE

For \$1,000

Original price was \$3500.
Thoroughly Overhauled
and painted this year. In
perfect running order. Tires
on rear. Address, "Loco"
care American Shoemaking
212 Essex Street, Boston.

Eureka! Eureka! Eureka!

DISCOVERED AT LAST:

a Box Toe Backing Waterproof Compound which will absolutely prevent all water stains coming through "tan tips." Thus eliminating much unnecessary labor caused by stains, wrinkles and bunches. Write for samples and forget your worries.

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NEWARK, N. J.

South Shore Supplies
Co., 8 Commercial Wf.,
Brockton, Mass.
New England Agency

IMPROVED HEEL BEADER.

A concern which has recently entered the shoe machinery field is the Webber Machine Co. of Lynn, Mass. The proprietors, Messrs. O. A. Webber and Chas. Brostrom, have for some years operated a custom buttonhole making concern, but are now developing a line of special machines and devices for shoe factory use.

One specialty put out by this concern is a heel bead and heel key which is made of highest grade hardened tool steel, which will, it is claimed, wear for a year or more without touching, and can then be re-cut and used indefinitely. The device is made in several sizes and unlike the ordinary heel bead and key, the bushing is made of bronze instead of brass, which insures a long wear and perfected operation.

The bead, while superior quality and lasting many times as long as the ordinary bead, is sold to the trade at no increased price. The company is also building edge setters, buffers, scourers, heel shavers and other machines for the factory. They are making a special feature of a high speed edge trimming machine which is free from vibration. The company is also handling rebuilt shoe machinery of all kinds.

DEATH OF NOTED LEATHER MANUFACTURER.

The death of Patrick Lennox, one of the last of the old-time leather dealers of Massachusetts, occurred Monday, Nov. 17 at his home, 192 Washington street, Lynn, Mass. Mr. Lennox has been in poor health for some time. He was 87 years of age and leaves seven children. For the past fifty years he has been prominently identified with the leather industry and was the first of all American manufacturers to produce French kid. This was in 1888, and for many years a flourishing business was carried on until he was at one time one of the wealthiest men in Lynn.

—Mr. John O'Brien has been appointed superintendent of the P. J. Harney Shoe Co.'s factory at Lynn, Mass.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

HELP WANTED by a first-class shoe pattern maker. Good position to right party with recommendation. Address 3500-E, care of American Shoemaking.

WANTED—Cutting room foreman on children's turns. One familiar with fitting room machinery preferred. Give past experience, grade worked on, and reference in first letter. Paff Shoe Co., Alexandria, Va.

WANTED—A first-class accountant, one competent to figure the cost of a shoe and do general office work. Must be able to talk both French and English and handle correspondence; must be strictly temperate and of good character. Apply stating where employed at present, and enclose references. Address O. B. Shoe Co., Ltd., Drummondville, P. Q., Canada.

POSITIONS WANTED.

POSITION WANTED as foreman of making room on turns and McKays, from stock fitting to packing room. A-1 reference. Address 606, care of American Shoemaking.

POSITION WANTED as cutting room foreman and leather buyer by a man with a good insight in cost figuring, and who fully understands his business; sober and faithful worker. Can furnish good reference. Address 805, care of American Shoemaking.

POSITION WANTED as treeing of the finishing room. Have had 13 years' experience on fine grades of McKays and welts; can instruct and perform any operation from trimming to treeing. Can furnish the best of reference. Address 702, care of American Shoemaking.

POSITION WANTED—Finishing room foreman desires position, 23 years' experience, and 12 years as foreman in this department. Good organizer and can teach green help. A-1 reference. Address 1004, care of American Shoemaking.

POSITION WANTED as foreman and packing room foreman, by young man with experience on high-grade women's shoes in leading New England factories. A-1 reference. Address 1103, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man; 17 years' experience; have thorough knowledge in all departments on welts, turns and McKays. Will give gilt-edge references from present firm I have been with 14 years. Go anywhere in United States, Canada, Mexico, Europe or South America. Address 605, care of American Shoemaking.

POSITION WANTED as purchasing agent or assistant, by young man with office, factory and selling experience. Knows values of machinery, machine parts and supplies. Willing to start at a moderate salary, and I will save you money. Address 1002, care of American Shoemaking.

SITUATION WANTED by sales manager and advertising director. A young man experienced in supervising travelers, who has specialized on territorial development and sales promotion work, and who knows how to dig up the prospect and engage his attention, desires position as sales manager, advertising director, or both, where there is need for constructive ability and an opportunity to locate permanently in or near Boston. Actively employed by prominent manufacturer of staples line, but available upon reasonable notice. Address 1807, care of American Shoemaking.

POSITION WANTED as foreman of lasting room on welt work, all grades; thoroughly qualified and familiar with all machines and in teaching help, or would consider a position as inspector. Best of references. Address 206-, care of American Shoemaking.

POSITION WANTED as foreman of making and lasting room, McKay or welts. Sixteen years' experience; can furnish A-1 references. Address 305, care of American Shoemaking.

POSITION WANTED as foreman of making room on men's McKays or welts; can run and repair all machines. Best of references. Address 701, care of American Shoemaking.

POSITION WANTED—Stitching room foreman wants position. First-class man, having had long experience on men's, women's and boys' shoes. Can teach help and repair machines. At present employed, desires a change. Best references. Address 502- care of American Shoemaking.

SOLE LEATHER MAN DESIRES POSITION.

SOLE LEATHER MAN desires position. Has had long experience as foreman on men's and women's fine work. Expert on cutting, manipulating and stock fitting. Best of references. Address 1103, care of American Shoemaking.

POSITION WANTED by a young man as stitching room and cutting room foreman and pattern designer, excellent ability and a high grade man. Would like to have an interview with the firm who would like a man who can meet with best of results. Can furnish references as to honesty and ability. Address 804, care of American Shoemaking.

POSITION WANTED as sole leather room foreman by competent man on women's high-grade welts, turns and McKays; best of references; western factory preferred. Address 401-P, care of American Shoemaking.

POSITION WANTED as foreman of fitting room on men's and boys' medium or fine welts or McKays. Competent to instruct green help. Will go anywhere. Best of references. Address 1806, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man, with experience in all departments. Will go anywhere in the United States, Canada or Europe. Have had 25 years' experience as head and general manager of two shoe factories. Address 1102, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED as superintendent, or charge of office, by young man with 17 years' experience in office and the practical departments of the factory. Has had extensive experience selling to jobbing trade. Address 1804, care of American Shoemaking.

MISMATES AND DAMAGED SHOES WANTED—**RYAN SHOE CO., HANNIBAL, MO.**

LANTERN SLIDE EXHIBIT.

Smith & Perkins have sent invitations to the trade to visit their public demonstration of S. & P. slides at 104 Denton street, Brockton, Mass., Nov. 22. This building is said to be the only one in the world devoted especially to the designs for the manufacture of advertising lantern slides. Especial attention is given to this form of slides for the purpose of advertising boots and shoes.

OUR HEEL BEADS and KEYS WILL WEAR A YEAR

without touching and the bead can then be re-cut for further use.

The price is no more and the increased service means better work and money saved.

Try one and you will order a dozen.

WEBBER MACHINERY CO.

New and Rebuilt Shoe Machinery

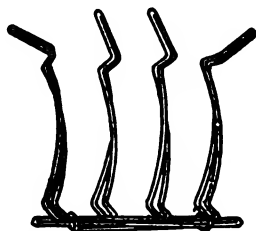
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**One of Two Methods by which any
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FOR LACING SHOE UPPERS WITH THREAD
ANY GRADE ANY SIZE ANYWHERE

Rapidity and perfect accuracy combined is the unhesitating testimony of every user to date. We have a little descriptive booklet ready to mail to you upon request.

THE ELLIS LACER The Other
Method



THE STANDARD WIRE LACING DEVICE
Write us About Either or Both

UNITED SHOE MACHINERY CO.
FITTING ROOM DEPARTMENT
205 LINCOLN ST. BOSTON, MASS.

A Primer Of Scientific Management

by Frank B. Gilbreth
member of American So-
ciety of Mechanical En-
gineers. Introductory by
Louis D. Brandeis, Esq.

This book deals with
Time Studies, Motion
Studies, Prevention of
Soldiering, Rates of Com-
pensation and all points
of vital interest to every
man interested in de-
veloping efficiency in the
factory.

Price Postpaid \$1.10

DEMING & ROGERS PUB. CO.
683 Atlantic Ave., Boston, Mass.

"A Manual of Shoemaking"

By W. H. Dooley

A book of industrial inform-
ation pertaining to shoe
manufacturing and tanning.

Explains in simple language
the various processes of shoe-
making, giving technical
names for the various parts
of the shoe and the processes
of production. An invaluable
book to beginners in shoe-
making.

**Price \$1.50
and Postage**

American Shoemaking
683 Atlantic Avenue . . . Boston

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"American Shoemaking Directory"

A list of shoe manufacturers in the United States and Canada, giving location, kind of shoes made, capacity, and names of superintendent and buyer. 2 3-4x5 1-2. 200 pages.

"Shoe Factory Buyers' Guide"

A list of firms selling shoe factory supplies, classified according to the product. 3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

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A Directory of these trades, classified according to location. 2 3-4x5 1-2.

"Buyers' Guide for Shoe Dealers"

A list of firms selling shoe factory supplies, classified findings dealers, classified according to the product. 200 pages, 3 1-4x6 1-4.

Buyers' Guide for Leather Manufacturers"

For Tanners, Curriers, Japanners, Chemists, Superintendents, Foremen, classified according to the product. 200 pages, 3 1-4x6 1-4.

"Buyers' Guide for Manufacturers of Fancy Leather Goods"

A list of firms selling this trade, also list of manufacturers of Fancy Leather Goods.

PRICE OF OUR DIRECTORIES, \$2.00 EACH BY MAIL POSTPAID.
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**We Can Supply Anything from a Tack
To a Full Factory Equipment.**

UNITED SHOE MACHINERY CO.

BOSTON, MASSACHUSETTS.

Novelty Edge Protector

PROTECT FANCY STITCHES

**on your forepart edges
by using it.**

**Essential to perfect results
in tip repairing.**

NOVELTY SELLING CO.

**683 Atlantic Avenue,
Boston, Mass.**

NEW TECHNICAL BOOKS

We are distributors of the following technical books on the Shoe, Leather, and allied trades. Send us your order

- A Short History of American Shoemaking—Fred A. Gannon—\$1.00.
Arts of Tanning, Currying and Leather Dressing, The—C. Moritt—\$10.00.
Boot and Shoe Patterns—C. B. Hatfield—\$2.50.
Boot and Shoe Castings—L. C. Headley—\$1.00.
Boot and Shoe Pattern Cutting and Clicking—P. N. Hasluck, \$0.75.
Boot and Shoe Design and Manufacture—E. J. C. Swaysland.
Boot and Shoe Making—J. B. Leno—\$1.00.
Butt Tanning—W. N. Evans—\$2.00.
Footwear Advertising—Wm. Bornodi—
How to Find Manufacturing Costs and Selling Costs—Unckless, \$0.60.
Home Mechanics—G. M. Hopkins—
Hides and Skins
Leather Work—C. G. Leland—\$2.00.
Leather Industries Laboratory Book—H. R. Procter—\$3.00.
Leather Worker's Manual—H. C. Standage—\$3.50.
Leather Manufacture—Stevens—\$5.00.
Leather Manufacture—A. Watt—\$4.00.
Leather Dressing—M. C. Lamb, F. C. S.
Leather Trades Chemistry—S. R. Trotman, M. A.—
Manufacture of Lubricants, Shoe Polishes and Leather Dressings, The—
Brunner—\$3.00.
Manufacture of Leather, The—C. T.—\$12.50.
Modern American Tanning—Vol. I, \$5.00; Vol. II, \$5.00.
Manufacture of Leather—Bennett—\$4.50.
Manufacture of Boots and Shoes—F. Y. Golding—\$3.00.
Manual of Shoemaking—Dooley—\$1.50.
New and Complete Treatise on The Arts of Tanning, Currying and Leather
Dressing—H. Dussauce—\$25.00.
New Industrial Day, The—Wm. C. Redfield—\$1.50.
Practical Tanning—Flemming—\$6.00.
Practical Treatise on The Leather Industry—A. M. Villon—\$10.00.
Primer of Scientific Management—F. B. Gilbreth—\$1.00.
Standard Pattern Cutting—C. J. Ward—\$1.25
Sewing Machines—P. N. Hasluck.
Soldier's Foot and The Military Shoe—Edw. L. Munson—\$1.50.
Shoe and Leather Lexicon—\$0.40.
Scientific American Reference Book—Hopkins and Bond.
Text-book of Tanning—H. R. Procter—\$4.00.
Technology of Boot and Shoe Manufacture, The—Crepidam, \$1.50
Tanners' and Chemists' Handbook—Louis E. Levi and Earl V. Manuel—\$5.00.

AMERICAN SHOEMAKING PUB. CO.,

212 Essex St., Boston, Mass.

SAFCO PASTE BRUSHES

Brass Bound--Double Rivetted



These brushes made of the best bristles in the SAFCO way can be used satisfactorily for Paste, Glue, Stains and Blacking. supplied only in the following sizes:

Nos. 1, 1 1-2, 2, and 2 1-2.

An illustrated catalogue showing our full SAFCO line is yours for the asking.

United Shoe Machinery Company

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...Demand...

BARBOUR'S

Trade Mark.

...Linen Threads...

Manufactured by

**BARBOUR FLAX
SPINNING CO.**

Paterson, N. J.

**Established
1784**

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**GUARANTEE
FOR QUALITY**

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THE enormous growth of our business in the following specialties is substantial proof of the merits of our products and should suggest an immediate investigation of our line on your part.

It will pay you to purchase of us whether you order in large or small quantities. We carry constantly a large and complete stock enabling us to fill your orders promptly.

We gladly furnish samples and prices for the asking.

EXCELSIOR NEEDLES
FLAT and ROUND BELTING
CANVAS BELTING
SPONGES (SILK TOILETS,
SOLID OR STRING)
KNIVES
CUTTERS' HANDLES
TREERS' GAS IRONS
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TOOTH BRUSHES

SHELLAC and
CHEMICALS
WAXES
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suit the most critical manufacturers. Always uniform in quality.

A trial will convince YOU it
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LYNN, MASSACHUSETTS.

THE Duplex Eyeletting Machine

IS THE BEST AND MOST POPULAR
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1237

MACHINES IN USE AT PRESENT TIME

The DUPLEX EYELETTERING MACHINE eyelets both sides of the upper at the same time. Perfect spacing and setting are assured by its use. Time and trouble saved.

In order to get to the front and keep there, it is best to use the Duplex Eyeletting Machines.

United Shoe Machinery Company

EYELETTERING DEPARTMENT

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TRIMMING KNIFE

This tool combines in one a Shank-ing-out Knife and a Welt Trimming Knife, and eliminates the time wasted in picking up and laying down separate tools when these operations are done by the same operator.

Furnished with either Long or Short Shanking-out Knife and Star or Deacon Welt Trimmer.

Packed in individual Boxes.

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BOSTON, MASSACHUSETTS

Rapid Hand Method Folding Machine MODEL B

This machine reduces the cost of folding, improves the quality and maintains the original lines of patterns.

It folds Blucher and Button Oxfords all the way around after closing. The only machine that will meet all folding conditions satisfactorily, practically and economically without additional expense for dies or attachments. Constant duplicate orders testify to our claims. Installed on trial and sold outright on its merit.

For further particulars address to

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(Trade Mark Reg. U. S. Pat. Off.)

"ANTISEPTIC" INNERSOLING

(Trade Mark Reg.)

Has actually convinced shoe manufacturers that it is as durable as the best of leather.

For all grades of McKay shoes, including the heaviest.

Send for sample of our

SPECIAL DOUBLING

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B & R RUBBER SOLES

The stock in B & R Rubber Soles and Heels is tough and firm, and yet it won't crack or break away—it simply can't—real rubber prevents that. It sews like leather.

Toughness gives service, that is satisfaction.

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This means both economy and appearance.

A range of grades for all grades of shoes.

REMEMBER THIS: We have the capacity to deliver when you need them in the rush season. Added equipment gives us a daily capacity of 18,000 pairs.

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Equal Profit and Success if put on your shoes. Profit, because of greatest service; Success, because they do what you expect of them, and more.

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NORTH BROOKFIELD, : : MASS.



There is no substitute for

Mullen's Patent Repairer

The ONLY reliable repairer for patent leather,
Always Dependable.

Why waste time and money and spoil
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Has no competitor.
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SUPERIOR OF ALL OTHERS.

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Nothing else made can equal the results it produces.

Magic Stain works perfectly with **CYCLONE BLEACH** in producing any shade of finish desired.

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Dolliver & Bro., 19-21 Mission Street, San Francisco, Cal.

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**Special Product
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These belts are made especially for use on our Model "G" Tip Scouring Machine when the best results must be obtained, and when scratches and poor work, due to reversed heel-scouring cloths or to poorly fitting covers, will not be tolerated.

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Put up in packages of 12 dozen.

United Shoe Machinery Co.

SALES DEPARTMENT
Boston, Massachusetts

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INDUSTRIAL LIFE AND THINGS PRACTICAL

AERICAN SHOEMAKING is an illustrated weekly magazine of industrial life and things practical in the world of shoemaking, dealing with its mechanics, methods, systems, its technical features and historical facts—a record of the doings in the field of operating shoemaking—a forum of opinion and discussion for shoe manufacturers, superintendents, foremen, students, and those interested in the shoemaker's art and his field of operations.

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REMITTANCES should be made in New York or Boston Exchange, by money orders, express or registered letters. Foreign remittances should be made by International Postal Orders. Address all letters and make all orders payable to name of the publication, for which they are intended. Letters of a business or editorial nature should not be addressed to individuals, but in the name of the paper for which they are intended.

AMERICAN SHOEMAKING PUBLISHING CO.

683 Atlantic Ave., 212 Essex St., Boston.

RUPERT B. ROGERS, Manager

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JOHS RANTIL, European Agt., Oberrusel, Bei Frankfurt A. M., Germany

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WEDGE

DINKING

MACHINE

This machine is for automatically dieing out the lifts from strips of pulp or fibre board which have been wedged and stripped on a Wedge Stripping Machine.

It can be operated by inexperienced help.

It reduces the cost of cutting wedge lifts fully two-thirds.

It cuts all lifts perfectly true at the edges as the die always comes up perfectly square with the face or surface of the block. This cannot be done when the die is handled by hand.

Every manufacturer who has wedge lifts to cut should be interested in this machine.

W. J. YOUNG MACHINERY CO. LYNN, MASS.

—REPRESENTED BY—

Gimson & Co., Leicester, English Agents—Nollesche-Werke Co., Weissenfels on Saale, Germany

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The Keith System

(PATENTED)

**—for sticking any sort
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on any kind of leather, wet or dry,
Oak, Union, Hemlock, Chrome,
Paraffined or Viscolized.



(PATENTED)

has never as yet failed
to do the work in a sa-
tisfactory manner when
properly used.

IRVING L. KEITH

Haverhill, Massachusetts, U. S. A.

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Published Every Saturday in the Essex Building, 683 Atlantic Ave., and 212 Essex St., Boston, U. S. A. \$2.00 per Year, Foreign, \$3.00; Sample Copy 5 cents
Conducted by **RUPERT B. ROGERS.**

Entered at the Boston Postoffice as 2nd Class Mail Matter.

VOLUME XLIX.

NOVEMBER 29, 1913

NUMBER 9

It is the purpose of **AMERICAN SHOEMAKING** to render to all of its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit order for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of **AMERICAN SHOEMAKING** because of its world-wide circulation.

COST OF CHANGES.

A prominent superintendent says regarding the making of changes among employes that the actual cost of changing from one operative to another of equal efficiency, even when employed on piece work is at least \$5.00.

Just how he arrives at the figures, we are not informed, but presume by noting time wasted, both by operator and instructor, in getting the new employe started and by the decreased output in the operations that follow.

If this statement is a correct one, it is easy to understand the tremendous loss that must result where wholesale changes are made, especially when new operatives are inexperienced and have to be fully instructed in all details of the work.

In the latter case, however, the loss is never confined to the time employed in instructions, nor to the decreased output and destruction of system in the factory.

The inability of the new operative to produce with the same

lasts, patterns and materials, shoes of a similar appearance, style and finish as those made by experienced hands is the greatest source of loss to the manufacturer in moving from one location to another, or in making wholesale changes among employes.

We have in mind one manufacturing firm, doing at one time a successful business in a Massachusetts town and having resources well above the \$200,000 mark, that thought to better its condition by accepting a free factory and other facilities offered by a neighboring town in the same state. This firm, according to the statement of one of its members, was never able to produce, in the new factory and with the new operatives, a shoe that looked sufficiently like the old product to retain its customers, and they gradually dropped the line with the result that the firm finally gave up business after its members had lost most of their capital.

The superintendent stated that he could never quite understand why, with the same equipment and materials, he could not come sufficiently near duplicating his former line to meet the requirements of his trade, and it was his belief that they could do so, that led him to continue the undertaking until it was too late to retrench and establish new lines.

We believe shoe manufacturers are not giving enough thought to the cost of changes, not only among operatives, but among superintendents and foremen. If it costs \$5,000 each to make changes among machine operatives and bench workers, how much more expensive it must be to make changes among foremen, unless a distinct improvement in ability is the result.

American Shoemaking would like to hear from factory superintendents on the subject of the cost of changes among employees in shoe factories and especially from those who have made a careful study of the subject.

KEEPING UP TO DATE.

Those who have been constant readers of American Shoemaking will recall that several years ago we published an article dealing with the Unit System of Lasting and advocating this method. Another article which appeared before such methods were generally employed was the idea of laying out a stitching room with short benches placed at right angles to the wall.

At that time we described a room equipped in this manner, which was then a unique method. Last week we showed an illustration of a stitching room laid out in a similar manner and the idea is now being widely adopted.

We call attention to these matters because we feel pride in the fact that they were first brought to the attention of the shoe manufacturing trade by American Shoemaking.

These, however, are only illustrations of what American Shoemaking is constantly doing in keeping its readers, not only abreast of the times, but is fur-

nishing advance information on many topics relating to organization, system and general operation of shoe factories.

THE GREATEST FOLLY.

Under this title there has come to hand from a correspondent an article dealing with the selection of employees for shoe factory departments and the adjustment of the wage scale. The crux of the idea is that manufacturers are so adjusting their wage rates that the brightest men tend to take up positions in the making room or other departments doing work which is in many instances largely mechanical, because the piece price paid permits of large earnings.

At the same time they are putting into their sole leather and upper cutting departments, where money can be made or lost fastest, men who are paid a low per day wage, thus practically putting a premium on inefficiency in these departments.

Here is an idea that is worth the thoughtful consideration of factory managers, as all must admit that the writer's view as applied to the majority of factories is correct.

Is it not possible to offer greater inducements to bright men to enter the upper and sole leather rooms, and is it not quite probable that the selection of such men at better wages will spell direct economy in the conduct of the factory?

Will some of our efficiency experts tell American Shoemaking how they view the subject?

WANT GRADED PRICE LISTS.

Lynn shoe manufacturers who have been fighting for the graded price list have lost, and if we can believe the statements made by some of them, Lynn is to lose some more of her shoe manufacturers because of their failure to get such a list from the labor unions.

The writer knows of a case on the Pacific Coast where the firm purchased their leather in Milwaukee, Wis. They decided to make a higher grade shoe and purchased vici kid from Philadelphia, Pa. A sample was selected and their salesmen sold a large quantity of the shoes. At the end of the year they had not made anything on this sample, because of the transportation cost on the leather. Previous to this, they had figured the transportation from Milwaukee as general expense, and the difference was easily noticeable in the freight rate from Philadelphia. This led the firm to change their system, and today their cost accounting department adds the transportation on to the cost of material on both sole and upper leather.

Labor is of equal importance with material. Methods of hiring labor and keeping a record of employees is a part of the factory system. It concerns the cost of production and it is absolutely necessary to keep a record, not of each individual employe, but of the kind of work and the price per day, or the price per piece, as the case may be. Labor in the shoe factory perhaps represents 40 per cent of the cost of

production. It is subject to waste unless closely watched and, therefore, a record should be made showing what disposal is made of every cent in each department. A certain department may be losing money because of the arrangement of the factory. The cost accounting system that shows each operation step by step, makes it easy to find just where the factory is losing money.

There is some difference between burden and general factory expense. The general factory expense is largely a question of management, and varies in different factories. Where it is possible to do so, the burden should be counted in the cost of production, as the shoe travels through the factory on its road to completion. As a concrete example, we take a 36-pair case of women's shoes. If the royalty was 2 cents a dozen, we should add that much on to the price of a shoe after this operation is finished. This royalty should not be charged as a general expense, but as a burden, unless it is charged as labor, as many up-to-date firms are doing today.

The overhead cost, heat, power and light, are really a part of

burden. This department should pay a dividend just the same as any other part. It should be run separate and apart, although under the management of the superintendent. An account should be kept of the coal and oil used, wages of firemen, engineer, oilers and electrician. This department should sell to the factory, the light, heat and power just the same as if it were selling to the public. Allowances should be made for depreciation, repairs, the rent, space it occupies, etc.

The sole and upper leather departments should be operated as separate and distinct institutions. Every piece of leather that leaves either department should be charged to the factory at a percentage above the cost of material, labor and interest. These departments should show a gain at the end of a year. This should be done for four reasons:

1. Because it puts more responsibility on the foremen of these departments.
2. Because it gives them a chance to make a gain and thereby creates competition.
3. Because the losses of a factory are generally in these two departments.
4. Because each department in the house should make a profit. It certainly should not be made in the packing room, the last place that handles them.

If the sole and upper leather departments show a gain, the rest of the factory is likely to do so. Several large factories today are adopting systems in each department charging shoes to the next one following, and the writer believes this plan will sometime be universal.

(To be Continued.)

IN THE WORKROOM.

Nearly every factory has a man whose duty it is to lock up, and turn out electric lamps at night. Sometimes the watchman may do this; but how many factories have anyone to look after the lamps during the dinner hour? To be sure, the expense of burning one lamp one hour is not so large, but ten or twelve lamps

burning one hour for three hundred days in a year counts to no small degree in the annual lighting expense. And not only look at the lamps, but also at all the hand irons. Walk through the factory some noon and count the lamps left burning.

Don't expect your heel shayer to trim heel seat nails cheerfully because he won't. Moreover, it costs you money for cutters. Set your loose-nailer right and make your operator hold his shoe properly and you ought not to have any trouble.

Have your employes get their personal shoes repaired and re-soled at some cobblers and not at the factory; it takes their time and the chances are they will take your materials. Remember that in the shoe business today materials is only another way of spelling money in big letters.

FOREIGN TRADE OPPORTUNITIES.

Anyone interested in these opportunities for trade should address the Bureau of Foreign and Domestic Commerce, Washington, D. C., referring to the file number.

No. 12020. Glace Kid—A report from an American consul in a European country states that a local importer of glace kid desires to get into touch with exporters of this article in the United States. He proposes to deal in considerable quantities and invites correspondence in French or English.

No. 12025. Cattle and Sheep Markers.—The secretary of a chamber of commerce in a foreign country has asked an American consulate for the names of manufacturers of cattle and sheep markers to be used by hand in the form of pincers, one of the members of the chamber desiring the information apparently with the purpose of purchasing supplies.

—The employe who minds his employer's business is the one who will soonest have a business of his own to mind.

Buying.

The "Good Fellow" Salesman and Practical Buying—A Card System a Help to Practical Buying.

Practically all the larger houses have some way of keeping a record of prices asked, prices paid, quality of materials, and quality of service given.

The "Good Fellow" salesman is not nearly so big a feature in selling goods as he was a few years ago. He is an evil chap, almost entirely done away with by the large houses running a purchasing department. He is still, however, somewhat of a factor in selling goods to the small shoe manufacturer where no records are kept of prices, quality of goods bought, and general results, where the purchasing in fact is done by a man who has many other duties, and attempts to carry prices and results in his head.

There are none of us who, when two different salesmen offer us the same quality of goods on the same terms, but what will buy of the salesman whom we like best, and this is perfectly right and legitimate. But it is never right and legitimate for us to buy goods of the salesman simply because we like the man, when another concern will sell us the same goods at a cheaper price, or better goods at the same price, or will give us better service in shipping, billing, etc.

The only reason that so many of us do this thing is because we have no way of telling which house gives us the best service except our memories. Practically all the larger houses have some way of keeping a record of prices asked, prices paid, quality of materials, and quality of service given, so that different houses selling the same goods may be compared with one another and

purchasing done intelligently. But there are still many small factories where one man does the whole of the managing, factory superintending and purchasing himself. With such a multitude of details to attend to, many small leaks slip in. These small leaks are the only reasons why the percentage of profit is not relatively much larger in small plants under the direct supervision of one head. And none of these small leaks will be found to be more illusive in placing, and more easily overcome than the leak which occurs from lack of careful buying.

You have a hurry order of goods awaiting shipment and you find that some supply has run out, simply because you have no method of keeping in touch with what you need in various parts of the factory. May be your men told you that it would be necessary to have some more cut soles to complete that order. But other things came up and you forgot it.

The order awaits shipment all but those few cases and you fear cancellation, and so you buy frantically, may be when the market is high, of the house which is nearest to you and which can ship the most promptly, irrespective of whether their prices are right or not, irrespective of whether they have the right quality of goods you need, and your loss resultant from this purchase may take off much of the profit from a small order.

You may not know that the salesman, John Jones, represents a house which sells you cement,

giving you the best satisfaction, but Jones comes and you forget that you need cement, which you would not do if you had a record somewhere. Tomorrow you are nearly out of cement and Jim Smith, selling a quality of cement which you do not like and which does not work well on your quality of leather, comes in just in the nick of time, gets the order and you have saddled upon you a barrel of cement which you do not like, which aggravates your workmen and which gives dissatisfaction to your customers. Hundreds of cases like these might be cited which occur every week in small factories, causing trouble and discord and loss of money, all of which might be avoided by a simple system of purchasing records, which any man can devise himself, and which would prevent the hold-up of goods and the stopping of parts of the factory. And such a system would really take less time to manipulate than most men think.

All that is required for such a system is a memorandum pad, day calendar, and a card catalogue. The calendar should have a page for each day, with room enough upon it for making all necessary memoranda. As, during the day you find that you will need cut soles and heel nails within a few days, you should either order them at once or make a note upon the next day's slip. Then, every morning, when you come into the office, you should systematically turn your calendar to the proper day and order the goods recorded there. If any salesman comes in during the day, and you cannot remember just what you want, you will find, by referring to this calendar, everything set down which has come under your attention since ordering last.

In addition to this calendar should be run a card catalogue case of purchasing cards. Any girl can be hired for a trifle to write the names of each article on top of both sides of these cards, one card to each material. Upon one side of the card named channel cement, you can write the names of all the different con-

cerns of which you have bought channel cement, with the name of the brand bought, opposite the firm name and the date of the purchase, price, satisfaction, etc. The concern which is found to be the most satisfactory may be checked in red ink so that it is easy for you to make no mistake of whom to order. On the reverse of this card may be entered the record of each purchase, amount, price, and remarks as to quality.

By referring to these cards you can always tell the price you paid, whether your goods were up to the standard or not, and have some idea, always easy to obtain, upon condition of prices. It takes but a moment to have your bills entered on the cards, and a report from both foreman and workman should be received on each new load of goods as to quality, etc.

In addition to the calendar and card catalogue above mentioned, there is one additional source of information of great interest and value to the man who is dissatisfied with his goods or who wants to try goods from new houses, and that is a little book containing a list of different houses which sell the same goods and which is published in Boston. This list is especially valuable when a manufacturer feels that he is not getting the lowest prices and wishes to write to several houses putting out the same quantity of goods.

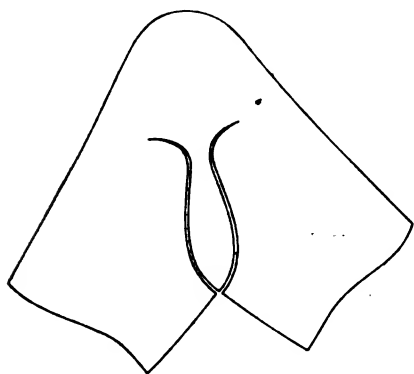
Now the above mentioned system is simple, requires but very little time and cost to operate, but it does require one thing which most small manufacturers are least liable to give, and that is faithfulness in following up the system. Such systems begun and dropped are just so much time and money wasted, such systems begun and only partially carried out are like trying to work with a dull knife, or any other imperfect tool. Any man is better off to purchase entirely from his head and accept the loss resultant without grumbling than to start the operation of such a system and let it fall through.

A WINNER IN THE ONE-PIECE SHOE LINE.

The accompanying cut illustrates a patented shoe being made in a New Hampshire factory, the upper of which is cut in one piece.

This type of shoe is a universal favorite where heavy wear is demanded, as it has no seam to rip, except the heel seam, which is covered by an outside heel-stay cut from the same material as the upper.

All shoe manufacturers, making heavy grades for wear under overalls or long pants, realize how quickly the rubbing of overalls on a wet seam will chafe off the stitches and cause the upper to rip. Hence the constant search after a one-piece upper.



As may be seen from the cut, this pattern cuts economically, the only waste being that which always results from cutting large patterns.

The stock used is either a Gambier or a combination tan, chrome being too stiff and tinny to crimp into shape.

The uppers are put into water over night, crimped by a special process and on a patented machine designed by the manufacturer himself, and then dried out in a current of air.

When finally lasted, this shoe has all the appearance, in shape and lines, of a regular shoe and does not look at all blocky or plug-shaped.

In fact it is a handsome and durable type of work shoe.

NEW TYPES OF LOW PRICE SHOES.

The demand for low price shoes, combined with the steady advance in prices of leather, has led some ingenious American shoemakers to experiment with new kinds of cheap shoes. Some new grades of shoes are likely to come out of these experiments.

Wood is recommended as a substitute for leather in footwear by government agents. The production of wood sole, and all wood shoes, seems to be increased. Patents have been taken out for a wooden sole with hinges to make it flexible.

Rubber is a common substitute for leather in soles. Crude rubber is down to about 50 cents a pound now. That's very cheap. The supply of crude rubber seems unlimited. The world's markets are overstocked. At present, rubber soled shoes are made in the higher grades chiefly, excepting for the popular sneaker. It is reasonable to look for improvements in the rubber soled shoes that will make it both a better and a cheaper shoe.

Fabrics are a common substitute for leather. A new type working shoe is made of heavy canvas, black and tan in color. It is intended for people who work in factories, like cotton mills, and who want a cheap, neat and comfortable shoe. The bottom is of good stock, both sole and counter. The shoe has a leather tip. It looks like a good shoe. It may help to temper the complaints of high costs of footwear, which come from factory workers.

Another new type of footwear has a rope sole. Such shoes are commonly worn in Spain, and in South American countries. These soles are unusually thick, but are comfortable and durable. A pair of them will outwear a pair of leather soles. Leatherless shoes are made by combining these rope soles and a canvas upper.

Some pretty cheap slippers are now made. All felt slippers are made to retail at ten cents a pair in five-and-ten-cent stores.

The syndicate five-and-ten-cent stores, by the way, now carry two-piece soles, to be used for tapping shoes. The soles are cemented together. They retail at ten cents a pair.

Moccasins of leather, which are fairly cheaper to make, now are sold as boudoir slippers. Some cheap boudoir slippers have sheepskin soles. The sheep leather is cemented to a piece of stiffening stock, to hold it in shape. These slippers retail at 50 cents a pair.

Inventors of machinery are at work on various ways to cut down the cost of shoes. Some of them claim that their machines will save all the way from five to seventeen cents a pair in the cost of making shoes. It has long been the boast of Americans that they made the best shoes in the world. Perhaps they could also make the cheapest shoes. A strong development of the cheap shoe industry, by the use of new materials and new methods of making shoes, might do a lot to soften complaints of the high costs of footwear. That would benefit the shoe trade, as well as the public at large.

McKAY BOTTOMS.

One of the most irritating and persistent problems that making and finishing room foremen have to meet, is that of gutters in the foreparts on McKay shoes.

Several conditions may be responsible for this trouble, one of which is wheeling or indenting the welt.

In many factories this wheeling is after McKay sewing, for the first time, and after edge blacking for the finishing wheeling.

It has never been possible to do a good job in wheeling without the last in the shoe, on account of the danger to the upper. The operator in endeavoring to keep off the upper, tips the shoe at an angle oftentimes, so straining the leather at the groove in which the shoe is sewed as to cause the gutters.

Without going too much into detail as to causes and remedies, the writer will say that, if fac-

tories having the wheeling done as described above, will have the first wheeling done in the stock fitting department, the next operation after channel turning, and use the Goodyear welt burnishing and indenting machine, and at the second operation, after the edges are blacked and before they are set, use the Booth indenting and burnishing machine.

In this way gutter troubles of the character described will disappear. It will also give a much better job of wheeling than is possible to get with the other method.

RUBBER vs. OIL.

Rubber and oil do not go well in combination. When sewing rubber onto shoes, take care that the oil from the machine does not drop onto the rubber. Over-oiling of machines is then a bad thing, and it is better to apply oil a little at a time and often, than to oil in the usual way, which is at the start in the morning and at the start in the afternoon.

Did you ever stop to think that it was much better to use the best oil and preserve the machine parts than to over-economize on oil and wear out parts? Another bad article when in contact with rubber, is metal. Metal will quickly wear out the rubber, and metal fastenings are, therefore, worthless for rubber soles.

STITCHING UPPERS.

The end of the facing, of the blucher shoe, is split in two, and one part of the facing is placed over the vamp when vamping. The other part of the split facing should be cut flush with the quarter and the lining should also be cut flush with the edge of the quarter and upward about one-half inch long. When this is not done wrinkles will result at that point and needles will be liable to break, and moreover the wearer will feel the bunched up material and experience discomfort and pain. The blucher style shoe is noted for its easy fitting qualities, and such defective shoemaking should not be found in these shoes.

Australia Twenty Years Behind United States.

Shoe Industry of New England is Hurting.

Although hides are one of the products of Australia, the fine finish in tanning cannot be done there that is done in America.

Australian shoe manufacturers have awakened to the fact that something has got to be done to protect their trade.

Con H. Gray, Clifton Hill, Melbourne, Australia, who, until recently was employed at the Foster, Moulton shoe factory, as a cutter, and who came to the United States to get ideas in the shoe business, says Australia is 20 years behind in this line, although it is one of the leading industries of that country.

Mr. Gray left Australia, Feb. 5 and came to the United States by way of Ceylon, Egypt, Arabia, Italy, France, Spain, England and Ireland, April 26, after a 17,000-mile journey.

In comparing Australia with the United States he points out where his home country is behind in some things and far ahead in others. He said: "Although the United States is far ahead of Australia in some things, one must stop to think that although Australia is of vast area there is only 7,000,000 inhabitants of white people or about the population of London.

"It is the shoe industry of New England that is hurting the shoe industry of Australia. Although there is a 50 per cent duty on shoes imported into Australia from the United States, the shoes can be bought at retail about as cheap as those made in Australia by the Australians. What Australia shoe manufacturers have got to do is to get the American idea in making shoes and stop the shoes being imported into the country.

"Although hides are one of the products of Australia, the fine finish in tanning cannot be done there that is done in America. Hides are shipped from

there in the raw, for which about 16 cents a foot is obtained. The hides are tanned in America and then sold back to the Australians for about 36 cents a foot, as American hides.

"To show the rapid increase in the importation in shoes in Australia in three years, there were shoes to the value of \$1,415,000, imported into Australia in 1909, and in 1912 there were shoes to the value of \$2,375,000, or an increase of \$1,320,000 worth.

"Do you wonder that the Australian shoe manufacturers have awakened to the fact that something has got to be done to protect their trade, and what has got to be done is to learn the American system of manufacture. We are 20 years behind in ideas. One reason they can manufacture shoes cheaper in this country, is because the most up-to-date machinery is used.

"Why, in the factory where I am, there is not an American machine in the place, but are all English machines. They are used because they can be bought outright instead of the American way of paying royalties on machines. It would be better for us to use the American machines, as they are more complete and permit a faster and more finished job to be done.

"We have some of the United Shoe Machinery Co. machinery, but it is not of the latest patent.

"The wages are about the same as those paid in American shoe shops.

"We have unions there, but, thank God, we do not have the.

union troubles they have in this country. We have few if any strikes.

"We have what is known as a minimum wage in every factory in Australia, no matter how small the factory, and that wage is paid. If there is any trouble there is none of these American long-winded strikes and then going back again for the same pay or possibly less, at the end of a starvation holdout, but the trouble is settled by the government arbitration court, which is far ahead in fairness to anything I have heard of in the United States.

"We do not have to support a lot of walking delegates, who do nothing but go about making trouble for employers and employes, and we have no strike riots and bloodshed.

"They talk of some of the ranches in the West and call them immense ranches. Well, I suppose they are, but I do not think they compare with some in Australia, where cattle and sheep raising is carried on extensively. I know of one ranch owned by the Smith brothers, that comprises 150 square miles. A boundary rider will go out onto this ranch and not see a white face for 10 months at a time.

"Australia has it on America in the operation of railroads, as ours are owned by the government and the fares on them are all of half what they are in this country. All machine shops where engines and cars are made are owned by the government. There are no railroad accidents compared with what there are in this country, although, of course, we have not got the mileage of railroad there is here.

"Massachusetts would not be in the railroad war it is in today if the government owned the railroads and the service would be far better. The railroads in Australia are operated on a profit, but not to the extent that they are in this country, where magnates have control and pile up big fortunes at the expense of life and safety."

THE MUCH DISCUSSED OVER-HEAD EXPENSE.

(By William H. Compton, in "Modern Methods.")

It has often been said that overhead expense or burden, as it is sometimes called, is the "bugaboo" of manufacturers. This is not only true of manufacturers, but of accountants, organizers and systematizers as well.

Go into a concern where no accurate records of costs are kept and the percentage of overhead is only "guessed at"—and you will have to tax your "oratorical ability" to the limit to induce that concern to adopt more accurate records and methods of applying overhead charges.

Recently an accountant was called into a manufacturing concern to make some suggestions as to possible improvements in the system of accounts. This concern, it seemed, had trouble in securing contracts where much competition was involved—their competitors could always undersell them. They were doing a fair business but the "plums" always seemed to get away from them. Quite an extensive investigation was made, and finally the matter was sifted to the method of figuring costs.

Their method of figuring costs and pro-rating overhead expense was as follows: (To simplify matters round numbers will be used instead of their figures.) Assume for the month the productive material consumed was \$10,000, the productive labor \$3,000, and the overhead expense \$6,000. Their method was to pro-rate the overhead expense against the total productive labor and material. In this case the total productive labor and material would be \$18,000 (\$10,000 plus \$8,000), the overhead expense being \$6,000, to be distributed over the \$18,000, or on a percentage basis of 33 1-3 per cent.

Now for illustration we will take,
Order No. 67
Productive material\$ 50.00
Productive labor 30.00

\$ 80.00

Overhead expense, 33 1-3
(of 80) _____ 26.67

\$106.67

which is the manufacturing cost.

We will figure order No. 67 again—pro-rating our overhead against the productive labor which is the most approved way among accountants.

Productive labor being \$2,000—overhead expense \$6,000, making the amount of overhead to be pro-rated \$6,000 as against \$8,000, or on a basis of 75 per cent.

Order No. 67

Productive materials\$ 50.00

Productive labor 30.00

Overhead expense, 75 per cent of 30 22.50

Manufacturing cost\$102.50

The difference between the two methods is \$4.17.

The elements which go toward making up the operating of a factory, namely, helpers, oilers, sweepers, truckmen, maintenance of machines, etc., are dependent upon the number of men employed. If we reduce the number of men it can readily be seen that the above mentioned expense will also be reduced. It is hard to see where the cost of material used would be any factor in increasing or decreasing factory expense, although there are many who still maintain that the best method of pro-rating overhead expense is against the combined cost of labor and material.

COLONIAL PUMP.

Metal Tongue Ornaments.

Did it ever appeal to you, that if the tongue on the pump slipper was made in certain defined shapes, and then these shapes were made standard for this shoe, how much better it would be for both shoe manufacturer and shoe retailer

It would be necessary to carry only about three styles of tongues to cover all demands for Colonial tongue. This would give the popular donkey ear, then next the crown, or three point shape; and last the old, original Puritan

Miles Standish tongue, as made in the Croquet slipper over thirty years ago.

Look over all the Colonial tongues now in use, and this is what you will find: A little variation in the size, perhaps, but, on the foot, not noticeable to the eye. When the tongue has been made to a uniform and standard size, then can the buckle attachments be properly considered to cover these tongues

It will be possible then to trim the slippers with a tongue ornament shaped exactly as the tongue is made, and not, as now, stick a belt buckle on the shoe. Many times the buckle is set down so low on the vamp that the leather in the vamp is damaged from the staple holes and, if the buckle is removed, the marks show in the shoe.

This improvement is readily seen at the present time, as the demand for a higher vamp is strong. This condition would allow the manufacturer to keep right on with the same patterns as the buckle, when made as the tongue is shaped, will have a higher appearance to the eye.

The proof of this statement is seen on fine slippers that have the buckle effect on the tongue, worked in with metal beads. The looks of slippers made this way clearly show the improvement on the shoe. If the pump should bind at the throat of the vamp, and many pumps do bind at this point, the ornament will freely give with the tongue, and allow of more room for the foot than if the buckle was set lower on the vamp.

NOTE

—The single needle vamped will usually vary the second line of stitching, relatively to the first, at the throat of the vamp, so that there is a wider space between the two lines of stitching at that point than at the sides of the vamp. It is preferable to have inferiority all around the vamp, and care on the part of the vamped is required.

FIVE YEARS OF SAVINGS BANK LIFE INSURANCE IN MASSACHUSETTS.

The closing of the fifth full year of Savings Bank Life Insurance in Massachusetts marks an anniversary of an institution designed by the Commonwealth for the citizens of Massachusetts.

There are four savings banks doing the business, and the insurance departments were established.

Whitman Savings Bank, in June, 1908.

People's Savings Bank of Brockton, November, 1908.

Berkshire County Savings Bank, August, 1911.

City Savings Bank of Pittsfield, July, 1912.

There are also seventeen other savings banks and trust companies acting as agencies.

The Insurance Commissioner's and Bank Commissioner's department examine the banks once a year.

When one realizes the difficulties that have had to be met, the accomplishment of this movement commends itself in that the results obtained establish Savings Bank Life Insurance in the program of the Commonwealth.

The total premium income was \$124,205.08. The total interest income was \$15,268.31. The total income was \$139,475.89.

The total disbursements of the year for all four banks were \$49,737.98, of which \$28,801.71 was to policy holders, which includes death claims amounting to \$10,679, annuity payments of \$200, dividends amounting to \$9,393.41, and surrender values paid in cash amounting to \$8,515.97.

The total expenses chargeable against the premiums received during the year amount to \$17,436.27, or 14.0 per cent. This amount results from the total disbursements less disbursements to policy holders and less \$3,500 interest on guaranty funds, which is not a charge against the premiums. The contributions to the General Insurance Guaranty Fund amounted to \$4,911.07, which, although a charge against the premiums, is not strictly speaking an expense. The total expenses less guaranty fund contributions and less \$3,500 interest paid to holders of the certificates of the special guaranty funds leaves a balance of \$12,525.20, of which \$3,085.08 was on account of medical fees, which occur only once during the history of the policy.

The total expenses of \$20,936.27 less medical fees and \$3,500 interest to holders of the certificates of the special guaranty funds leaves \$14,351.19, or 11.6 per cent as a measure of the charge against the premiums after the first year.

The admitted assets of all four banks were \$415,037.72, of which \$100,000 is on account of \$25,000 guaranty funds in each of the four banks. The General Insurance Guaranty Fund, made up of 4 per cent of the premiums collected by all banks, now amounts to \$15,545.54, and is a general asset for all four banks.

The total liabilities, not including \$100,000 of guaranty funds, were \$315,037.72, which includes \$257,771 reserves set aside on all policies outstanding in all banks on October 31, 1913, the dividends apportioned, surplus, etc. In addition, the Whitman Savings Bank has an additional fund amounting to \$3,031.89.

The dividends apportioned payable during the coming year amount to \$11,477.08. The surplus in excess of all liabilities amounts to \$38,319.37.

There were issued by all banks during the year ended October 31, 1913, 2391 policies, representing \$960,211 of insurance. There were also 36 policies revived, for \$12,090 of insurance. The net gain is 1392 policies for \$621,997 of insurance. There were in force in all four banks on October 31, 1913, 8054 policies for \$3,150,806 of insurance, with annuity additions of \$16,829.

—We give below a list of firms in which many of the employes have taken out insurance policies in the Savings Banks Insurance.

Abington: C. H. Alden Company.

Beverly: United Shoe Machinery Company.

Boston: American Stay Company; Field-Lumbert Company; French, Shriner & Urner; W. H. McElwain Company; Regal Shoe Company.

Bridgewater: W. H. McElwain Company.

Brockton: Brockton Heel Company; Churchill & Alden Company; W. L. Douglas Shoe Company; C. A. Eaton Company; Nesmith Shoe Company; T. D. Barry Company; Geo. E. Keith Company; O. A. Miller Treeing Machine Co.; M. A. Packard Company; E. E. Taylor Company.

Cambridge: John H. Cross Company.

Chelsea: F. B. Holmes Company.

E. Weymouth: Geo. E. Keith Company.

Lowell: American Hide & Leather Company.

Lynn: Faunce & Spinney; A. E. Little & Co.

Middleboro: Geo. E. Keith Company; Leonard, Shaw & Dean.

Milford: Regal Shoe Company.

Newburyport: Bliss & Perry Company; Burley & Stevens, Inc.; Geo. A. Learned & Company.

North Abington: Arnold Shoe Company.

North Adams: Geo. E. Keith Company.

North Easton: Reynolds, Drake & Gabell Co.

Norwood: Winslow Bros. & Smith Company.

Rockland: Emerson Shoe Company; E. T. Wright & Company.

South Weymouth: Stetson Shoe Company.

Spencer: Isaac Prouty & Co., Inc.

Stoughton: Geo. E. Belcher Last Co.; Upham Bros. Company.

Webster: A. J. Bates Company.

Whitman: Commonwealth Shoe & Leather Company; Regal Shoe Company.

In these concerns, many workmen have taken out policies, paying their premiums through the office of the company.

In the Savings Insurance Banks there are now more than 8054 policies in force with insurance amounting to about \$3,150,806.

HAVERHILL, MASS.

—The Chapman Tap & Counter Co. of Phoenix Row, Haverhill, are enlarging their factory and are introducing a new line of top lift and shank machinery. They are planning to now specialize in top lifts, shanks and misses', children's and infants' soles, a new departure supplementing their counter and tap business, which they have successfully manufactured for the past five years.

The members of this firm are J. W. Chapman, H. M. Chapman and Edward E. McKeen, a new partner. Mr. McKeen has been connected with F. M. Cook for fifteen years, and is thoroughly familiar with the manufacturing and selling ends of these new lines.

It is the purpose of this firm not to push the manufacture of taps,

owing to the increased cost of leather. Additional machinery and facilities are being introduced to allow for the expected increase in volume on the newer lines.

MILWAUKEE SUPERINTENDENTS AND FOREMEN ORGANIZE.

Superintendents and foremen of Milwaukee, Wis., shoe factories, to the number of fifty-seven, met at the initial meeting held at Pabst Hall Tuesday evening, Nov. 18th, for the purpose of forming an organization, and from the interest shown, it promises to be a "live one."

The meeting was called to order by Chas. M. Hunter, foreman of the cutting room for the American Specialty Co., and the following temporary organization was effected:

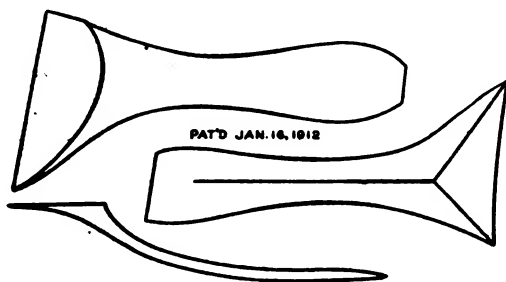
James Muckle, superintendent for A. W. Rich Co., president; Chas. M. Hunter, foreman at the American Specialty Co. factory, secretary; Chester Rohn, foreman at the A. Weinbrenner Co. factory, treasurer. After a short discussion, committees were appointed on by-laws, hall and membership, which committees will report Friday evening, November 23, when reports will be received and the organization made permanent.

NEWS NOTES.

—Harry Collins, formerly with the Raymond Shoe Co. of Haverhill, Mass., is now in charge of the cutting room of Knipe Bros. at Ward Hill, Mass.

—Mr. Pierce, who has been for some time with the McElwain people at Manchester, N. H., is now superintendent of Sears-Roebuck's No. 4 factory at Springvale, Maine.

—F. M. Hoyt, of Lynn, Mass., formerly of the firm of the Hoyt, Rowe Shoe Co., has become associated with the Ideal Baby Shoe Co. of Danvers, Mass., having there the superintendency of the factory and of the work.



Produces perfect "Egg Shape" and "Cottage Bottoms" now in vogue in high grade lines
SAMPLES SENT ON APPLICATION.

MOORE & CO.,

Manufacturers of Shanks
of all kinds.

Malden, Mass.

THE BACKBONE

of a SHOE is the SHANK. If you want to make shoes with good backbones—the kind that stand up—use OUR NEW

CUSTOM SHANK

Made of Selected Leatherboard—
Half the price of solid leather,
and better—Lines always the same.

FROM THE GRANITE STATE.

—Mr. Frank Gale, superintendent at the Ashuelot Shoe Co. of Keene, N. H., is reported to be improving at the present time. Mr. Gale has been seriously ill at his home in Marlboro, Mass., while on a short vacation. Mr. Gale's brother Harry, who has been the cutting room foreman at this factory, is now in charge of the entire factory.

—Mrs. Lucy Springer, who has been with the Derry Shoe Co. of Derry, N. H., has taken a position as assistant to the stitching forelady at the Monadnock Shoe Co. of Keene, N. H.

—Mr. George Nicholson, late of the E. S. Woodbury Shoe Co. of Chelsea, Mass., has taken a position as foreman of the lasting and making rooms of the Monadnock Shoe Co. factory. Mr. Nicholson has had long experience on misses' and children's shoes and should tone up the grade of this company's lines.

—Inventory is being taken at the Ashuelot Shoe Co.'s factory, while the Monadnock people are planning on starting their inventory the first of this week. Business is rather quiet at both factories at the present time, neither factory working to its full capacity.

—Last spring the legislature of New Hampshire passed a law prohibiting the employment of females and minors for more than fifty-five hours in any one week. While this would not change the schedule of any factory not employing this specified class of help, it did hit both factories which had been running on a sixty-hour week during the winter. Although this law does not go into effect until January 1, 1914, when the time came to change to the winter schedule, the Monadnock Shoe Co. decided to put it into effect the first of October and are, therefore, now on a fifty-five hour week. The Ashuelot factory soon followed this plan.

A SHANK WIDELY USED.

The Cunningham arch supporting shank is being shown in many lines of samples this season. Among the South Shore manufacturers who are making a specialty of this shank are the Hurley Shoe Co. and Emerson Shoe Co., of Rockland, Mass; Chas. A. Eaton Co., Brockton; C. H. Alden Shone Co., Abington; Upham Bros., Stoughton; W. L. Douglas Shoe Co., M. A. Packard, Thompson Bros., and others. An equal number of manufacturers in other sections are adopting this shank, which, it is claimed, adds 25 cents to the selling price of shoes in which it is used. It is manufactured by J. H. Cunningham, superintendent of the Stacy-Adams Co.

KEEP THOSE EDGES CLEAN

**Absolutely prevents
soiling of stitches,
edge and bottom.**

**Tip repairers like
them because they
make the work easy.**

Novelty Selling Co.

Room 67
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Boston, Mass.

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Cutters of Lynn have voted to ask for an increase in wages next spring. An official of the Cutters' Union says that the cutters would have asked for an increase this fall, if business hadn't been dull. He says that stock is running poor, on account of the high prices of leather, and that cutters cannot make as much money as they could two years ago.

—J. J. Grover's Sons have informed their employes of their Lynn factory that they will not apply for the Boot and Shoe Workers' stamp for their Lynn factory, but will endeavor to increase their output of welt and better grade turn shoes in this factory. They say that they will give Lynn shoe workers a month's notice of any intention of applying for the stamp of the Boot and Shoe Workers' Union for their branch factory at Stoneham, Mass.

—The Watson Shoe Co. is to get a new arbitration agreement from Lynn shoe workers. It is proceeding with plans to expand its business. It has taken an additional half-floor at the factory at 266 Broad street, Lynn. It will increase its output to 3,000 pairs of women's welt shoes daily.

—Mersky Bros., 479 Union street, Lynn, has fitted up a new stitching room and will do their own stitching, instead of having it done on contract. Miss White, who was formerly in charge of the stitching room at the Benjamin H. Newhall factory, is forelady of the new stitching room. Mersky Bros. make McKay shoes for women, misses and children, and have increased their output to 1200 pairs daily.

—J. L. Obear, maker of welt and McKay shoes for women, has moved from 266 Broad street to No. 6 Willow street, Lynn, to the shop formerly occupied by William Porter & Son.

—John O'Brien has become superintendent of the factory of the P. J. Harney Shoe Co., succeeding Bryan Harding, who recently resigned. Mr. O'Brien has been with the Harney company since it was in business in

West Lynn. He was foreman of the making room.

—James H. Nangle, dealer in shoe machinery, 589 Washington street, Lynn, has purchased the business of F. A. Strout, dealer in stitching room machinery, Lynn.

—McNichols-Carr Co., a new firm, has begun to manufacture lasts at 66 Willow street, Lynn. The new firm is made up of T. T. McNichols, who was formerly superintendent of the last factory of F. W. Stuart & Co., Beverly, and F. W. Carr, who was with F. W. Stuart & Co. for several years. Thomas Heggs, who was formerly model maker for the Lynn Last Co., is model maker for the new firm.

—C. P. Osborn, makers of sheep leather and flexible splits, 100 Foster street, Peabody, is building an addition, four stories high, 35 by 50 feet, to his factory. It has concrete foundations, and it is of first-class, modern construction. It will have a modern equipment, including an electric drive.

—The Peabody Leather Co., manufacturers of shoe stock, Peabody, has had plans prepared for a four-story brick factory 60x250 feet, to be built at the corner of Walnut and Grove streets, Peabody.

—The A. C. Lawrence Leather Co. has bought the Nelson Page place, 107 Lowell street, Peabody. It has about 15,000 feet of land, which adjoins the Lawrence factories in Peabody. The A. C. Lawrence Co. buys for future improvement.

—Herbert Abbott, president of the Arthur T. Way Co., Inc., Salem, has gone on a trip to Panama and Central America.

WOMEN SHOE WORKERS.

About 30,000 women work making shoes in New England factories. More than 20,000 of them work in factories in Massachusetts, more than 3,000 in factories in New Hampshire and more than 2000 in factories of Maine. There are a few women shoe workers in Vermont, Rhode Island and Connecticut.

Eureka Pink Folding Cement

Is sold F. O. B. your city—on a money back basis, because we have absolute confidence in its quality. 25 years experience back of every gallon.

THE BEST FOR OILY STOCK—GET A SAMPLE AT OUR EXPENSE.

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CEMENT CO.
NEWARK, N. J.**

South Shore Supplies
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New England Agency

BLOCK PLANE

An improvement of the old-style adjustable Block Plane, as all complications are eliminated.

The side plate is first set for the depth of cut (usually 1-8 inch); the knife, which is mounted in a laterally swinging holder, adjustable to the width of cut required, is then adjusted downwardly to a line (about 1-64 inch) below the bottom of the plane and clamped in the holder, after which the holder is set laterally (usually 3-64 inch) for the width of cut desired, and the plane is ready for use.

The knife-clamp block is made to be also used while the knife (which is one piece) is sharpened; one end of the clamp being fitted as a template, showing the correct angles of the two cutting edges and also the best bevels to which they should be ground. The knife should be whetted from the inside.

These simple improvements transform a generally unsatisfactory tool into one which must at once become popular, because of its simplicity.

It can be used to advantage upon all Hard Wood Boards or Blocks when block-planing machines are not used, or when a surface should be planed at once.

A trial will convince you.

United Shoe Machinery Company

SALES DEPARTMENT

Boston, Mass., U. S. A.

New Patents in the Trade.

What They Are About and the Claims Made for Them. Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information regarding which may be had through the office of American Shoemaking.

Pattern Grading Machine—No. 1,079,022, to Charles E. Reed.

Sectional Heel Edge Finishing and Bursishing Tool—No. 1,079,017, to Carl A. Matson.

Machine for Operating on Shoes.—No. 1,078,684, to Frank B. Keall, Joseph Gouldborn and Arthur E. Jerram.

Machine for Making Insoles—No. 1,079,019, to Albert C. Oppenheimer.

Top Lift—No. 1,078,652, to Sidney W. Winslow.

Transmitting Device—No. 1,078,664, to Eugene F. Davenport.

Arch Supporter—No. 1,078,708, to John P. Thomas.

Heel Trimmer—No. 1,078,849, to Rupert I. Greenleaf.

Overshoe Holder or Clamp—No. 1,079,149, to Claude R. Schuey.

Heel Plate—No. 1,079,050, to Ernest Hunold.

Heel Plate—No. 1,079,051, to Ernest Hunold.

WORK SUPPORT.

No. 1,078,511.

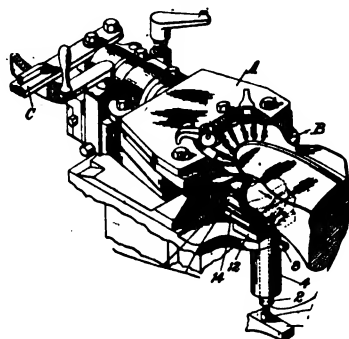
Letters patent have been granted Albert A. MacLeod on an invention which relates to shoe machines and particularly to a work rest, as for example, a toe rest, and is shown by way of exemplification as embodied in the toe rest of a bed lasting machine.

In machines of this type the last is supported by a last pin which enters the thimble of the last and by a toe rest which supports the toe portion of the shoe from beneath and is usually so arranged that it may be elevated to force the shoe into the heel band in the operation of jacking the shoe.

In certain types of modern lasts, one side of the toe portion is considerably thicker than the other side to correspond to the shape of the foot, the toe portion of which is thicker along the side where the great toe is located than along the opposite side. To support properly the right and left toes of such lasts, it is desirable to have a rest which will adjust itself to accommodate the varying thicknesses of the two sides of the last and will rest evenly upon the transverse portion of the toe without bearing too heavily at the thickest part. At the same time a rest must be provided which will

hold the toe with sufficient security to prevent displacement of the shoe by the action of the wipers and which will not scratch or mar the leather of the shoe in case the shoe is rubbed over the rest during the jacking or the lasting room operations.

It is the object of the present invention to provide a rest which will possess the above and other advantages, and as a feature of the invention a rest is provided which has a work engaging surface and is arranged to rock about an axis extending longitudinally of the shoe and preferably through said work engaging surface or an adjacent portion of the shoe, and a further feature the portion which engages the



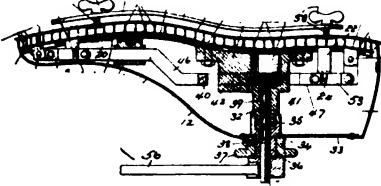
shoe is preferably composed of resilient material capable of conforming to inequalities or irregularities in the engaging surface of the shoe and supporting it equally at all points engaged thereby. Preferably and as shown, the shoe engaging portion comprises a block of soft rubber in the form of the segment of a cylinder which is supported in a similarly shaped box or casing, the casing being mounted on the toe post for sliding movement on its cylindrical surface. These and other features of the invention will appear more fully from the following detailed description when read in connection with the accompanying drawing and from the appended claims.

SHOE LAST.

No. 1,078,251.

Letters patent have been granted John S. Busky, Sr., on an invention which has for its object primarily to provide a last or device designed to be employed for making shoes, boots, and other forms of footwear for persons whereby the use of tacks or nails may be dispensed with as is incident with the making of foot-

wear according to present methods, and which is adapted to be used to permit persons afflicted with blindness to efficiently make various forms of footwear. These advantages are attained mainly by providing a hollow last, or shell of a suitable shape, and upon which the various parts of the shoe are fastened together. By the use of shaping plates the "upper" or vamp of



the shoe may be readily stretched in proper form upon the last, and held so that an insole and an outsole if desired may be stitched thereto either singly, or collectively.

Other objects of the invention are to provide means adapted to operate the shaping or stretching plates for holding the "upper" or vamp; to provide means serving to adjust the plates so as to form the "upper" in proper shape; and to provide means adapted to securely hold the insole to the last so as to be stitched to the "upper" or vamp.

A further object of the invention is to provide an efficient form of shoe last which is susceptible of being made in different forms, in order to be used for making footwear of various shapes and sizes.

TOP LIFT.

No. 1,078,652.

Letters patent have been granted Sidney W. Winslow on an invention which has an important object to obviate the disadvantages which have resulted from the displacement of stock in the slug driving operation and to this end a feature of the invention is a top lift provided on its flesh side with a recess or recesses, preferably in the form of a continuous groove, substantially in the line in which the slugs are

to be driven. When the slugs are driven the material forced out on the flesh side finds lodgment in this groove and will not be forced beyond the plane of the flesh side. At the same time the relief which is afforded by this groove prevents much of the displacement which would otherwise take place, as above explained, on the grain side. The groove will preferably terminate a short distance from the breast of the top lift on each side to provide for removal of stock in the breasting operation without exposing the ends of the groove to view on the breast of the heel. While this feature of the invention may be incorporated in any top lift, it is preferable to compress the top lift in the same operation in which the groove is formed and thereby impart to the top lift the great advantages secured by the groove. An important advantage of forming the groove in a compressed or condensed top lift is that the marginal portion of the top lift is thereby rendered much denser than the interior portion. As is well known, the portion of the top lift which wears off first

is the marginal portion of the grain face around the curved rear end of the top lift and it is highly advantageous that this should be the hardest and firmest portion of the top lift.

It has heretofore been the practice to concave the top lift spanning plate on the heeling machine for the purpose of crowding down and rounding somewhat the margin of the top lift as it is spanked on the heel. The reason for this is that after slugs have been inserted in a flat top lift the lift is usually higher around its margin than in the in-

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Shoe Factory

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MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

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terior, owing to the displacement of the stock in the slug driving operation. The practice of concaving the spanking plate has been unsatisfactory, as the concavity in a spanking plate so formed and adapted for top lifts of medium size would be too small for large top lifts and too large for small top lifts.

Another object of this invention is to remedy this difficulty by an improvement in the top lift, and accordingly a feature of the invention is a compressed top lift having formed on its grain face a narrow slug receiving margin which is beveled toward the edge. Preferably this margin will be of such width that the line in which the slugs are driven will be approximately along the middle of the margin and the bevel will be at such an angle that the bulging stock forced upwardly during the slug driving operation will not be raised above the inner edge of the bevel.

A top lift having an interior ornamented area formed by pressure and surrounded by a marginal slug receiving area offset from or extending above the plane of the interior ornamented area is of commercial advantage because the ornamental area gives an attractive appearance to the top lift and further because superficial defects in stock, otherwise suitable for top lifts, are hidden or covered up by the ornamented area, while the margin and the heads of the slugs may be buffed without defacing the ornamentation.

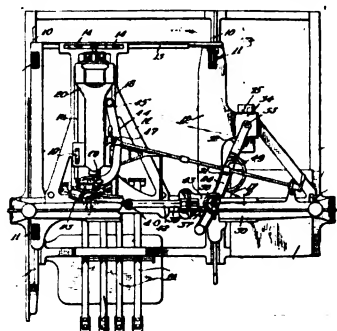
PATTERN GRADING MACHINE.

No. 1,079,022.

Letters patent have been granted Charles E. Reed on an invention which relates more especially to the type of pattern-grading machines employing an adjustable pantographic frame and model-tracing and pattern-producing elements carried thereby.

The primary objects, generally stated, are to provide, in a machine of the pantographic type and employing a traveling cutter-head, for the changing of the position of said head, as desired, relative to the model-tracer to permit additions forming laps, folds, or cloth-seams, to be produced, from a net model, on the patterns made therefrom, or produce from a model having an addition or additions patterns having no additions, and to produce patterns of the characters above stated wherein the additions or subtractions on the patterns relative to the models will be of uniform width regardless of the number of different sizes of patterns made from the model and whether the patterns to be made are larger or smaller than the model, all without disturbing the centers or size-settings of the pantographic mechanism in making

the adjustments for such additions or subtractions; to provide improved means for use in any type of pantographic pattern-producing machine, for producing additions and subtractions relative to the models, on patterns without disturbing the pantographic centers and size-settings; to provide, generally, in pattern-producing machines of the pantographic



type, for the production from one model of patterns for different widths of shoes, with the correct graduations for length and width necessary to produce the correct grade for either width, regardless of the patterns being larger or smaller than the model; and furthermore, if desired, permit shoe-patterns of all sizes and widths to be produced from a single model.

**Tell your pattern
maker you want
your patterns
graded on the**

Preston Power Cutting Grading Machine.

**Pattern makers,
shoe manufacturers
and any one at all
interested in pattern
grading should write
for our catalogue.**

A. F. Preston

280 Dover St., Boston, Mass.

JEFFERSON CITY, MO.

—T. M. Nolan, pattern man of the International Shoe Company, is expected to call on the two branches of this concern next week.

—It has been reported that Kimber L. Barton, recent head of the Baton Bros. Shoe Co., will open up a jobbing house in Kansas City, Mo., to cover the Southwest territory with W. H. McElwain Co.'s line. The Barton Bros. sold out to the Brown Shoe Co. of St. Louis some time ago.

—The Friedman-Shelby branch of the International Shoe Company of St. Louis were advertising for the Cullen shoe store, who handles their line in this city, by having a goose race for the school children, to advertise their line of Red Goose school shoes.

—F. N. Chandler, superintendent of the Parker Boot & Shoe Company, is in St. Louis, where he is visiting his wife, who is in the hospital recovering from the effects of an operation she recently underwent for cataract.

—The employes of the Columbia factory of the Hamilton-Brown Shoe Company of St. Louis were given a Saturday half-holiday to attend the annual football game between Kansas and Missouri Universities, which excites state-wide interest.

—Charles Pearce, the shoe trimmings man of the Economy Stay Company, again makes a present,

this time it is to the Superintendents' and Foremen's Association of St. Louis. Charles has presented this club two very handsome leather pillows and one leather table scarf, to show his appreciation for favors he receives from the boys when he is in that city. The pillows are of black and brown leather, the design being a Maltese Cross, which, with this color scheme, makes a rich looking article. The table scarf is of black hand buffed leather, which, when placed on the fumed oak table, challenges admiration to the most exacting, and, in one end of the scarf is written the slogan of Mr. Pearce's company, "Stay with the Stay that Stays." These two pillows and scarf will add greatly to the appearance of the club room, as well as to the comfort of the members.

—In the next issue we hope to announce that a club of the superintendent and Foremen of this city has been organized, as there is a movement on foot at this time to get the boys together for the first meeting, however, nothing definite can be stated at this time, only that when the club is organized the American Shoemaking will be the official paper of the club.

—James Wark is now in charge of the packing and treeing rooms of the Jefferson street factory of the A. Priesmeyer Shoe Co., succeeding Mr. E. Glober, who has accepted a position with a concern in St. Louis.

Brockton and South Shore.

Trade Notes, Personals, Etc.

—The Hurley Shoe Co. of Rockland took possession of the new addition to their factory last Monday. They expect to operate the factory to its full capacity until the end of the run. They are planning to make 1800 pairs per day.

—The funeral of M. A. Packard of Brockton, formerly head of the M. A. Packard Co. of that city, was held on Tuesday of this week. The funeral services, in keeping with his whole life, was very simple. Two men from each of the following organizations acted as bearers: the Masons, Odd Fellows, and Grand Army.

—Shoe shipments from Brockton last week amounted to 11,419 cases, forwarded from shipping points as follows: Brockton Centre, 2531 cases; North End, 5711 cases; South End, 3177 cases. The total shipments to date amount to 648,221 cases, showing a gain over last year of 16,664 cases.

—Carl Snell has resigned as salesman for the Dunbar Pattern Co. Jesse Dunbar has taken his place in the Northwest territory.

—The Brockton Daily Enterprise says: Brockton's candidates for mayor are: Charles F. Penney, shoemaker; Joseph W. Kelley, shoemaker; Charles M. Hickey, undertaker; Harry C. Howard, contractor. The shoemaker predominates two to one.

—The Old Colony Ad Men's Club held a meeting last Thursday at the Geo. E. Keith Co. administration building in the South End of Brockton. Five new names were presented for membership. Frank L. Erskshire, advertising manager of the W. L. Douglas Shoe Co., who is president of the club, was in the chair. Eldon B. Keith and Harold C. Keith of the George E. Keith Co., and Matthew S. Higgins, advertising man for the Keith Co., spoke briefly.

—The Diamond Shoe Co. of Brockton has been granted the union stamp, and arbitration contract of the Boot and Shoe Workers' Union, at the meeting of the Joint Shoe Council, held last Wednesday evening.

—Alfred W. Donovan, of the E. T. Wright Co. of Rockland, was one of the speakers at a meeting of the Board of Trade of South Framingham, last Monday evening.

—The M. A. Packard Co. of Brockton started work in all departments in their No. 3 factory at Brockton Centre, last Monday. They occupy three floors in the new brick building of the Brockton Shoe Factory Association, making about 30,000 square feet of floor space.

—Daniel S. Howard, of Brockton, member of the Rockland Shoe Co., of Rockland, has been elected one of the directors of the Marshfield Fair Association. Thomas W. Lawson is president of the association.

MARLBORO MENTION.

—Charles Haynes, foreman of the finishing department of the Ashby-Crawford Shoe Co., is on a two-weeks' hunting trip through Maine.

—Timothy A. Lynch, assistant superintendent of the O'Keefe shoe factory, was married last Sunday. The wedding was largely attended. They received many gifts, among them several pieces of furniture from the employes of the O'Keefe factory.

—The C. J. O'Keefe factory is turning out 2500 pairs of shoes daily.

—Arthur Densmore, assistant foreman in the making department of the Main street factory of Rice & Hutchins, has returned to work after several weeks' illness.

—Frank Fausel of the Parker Boot & Shoe Company, is again at work, after being confined to his bed for the past week with rheumatism.

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PULLING SEVENTY POUNDS

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Tel. Harlem 3540

A NEW SHOE FIRM.

One of the newest and most interesting shoe firms organized is that of the Claremont Shoe Co., with a factory at Claremont, N. H. One of the members of this firm, Mr. George H. Banks, has for years been an extremely successful superintendent and a man who is widely known for "doing things." The other member of the firm, Mr. La Montagne, has had a wide experience on the retail end of the business, having at one time been the operator of three large retail stores. While the firm has been running but a short time, it met with a serious disaster shortly after beginning operations, by being deprived of both power and light. The factory was being operated by power, sold to the firm by the town's electric company. A sudden and unexpected disaster to its engines in a time of lack of water, not only deprived this concern of power, but the town of lights, and the electric cars stopped at the same time. It was seven weeks before wires could be strung from the nearest power stations so that the firm could continue its operations.

Just at this time the concern had about \$30,000 tied up in leather and partially completed goods. During all this time there was no possibility of realizing anything from goods sold, while all the time bills payable must be regularly met.

But this calamity which would have shaken the credit of most any newly organized company, has been successfully passed by. The Claremont Shoe Co. and its prospects for the future look extremely bright.

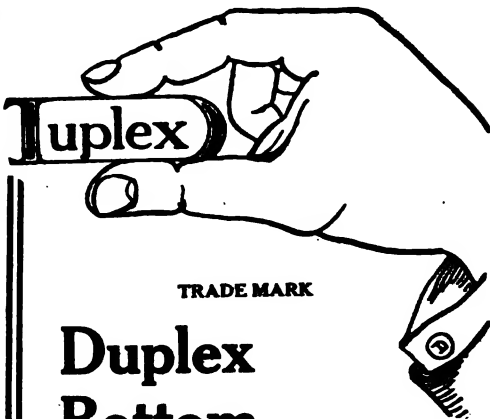
Knowing the parties to this concern and something of the nature of their dogged perseverance, friends will, indeed, be surprised if, in a short time, the Claremont Shoe Co. is not one of the strongest and fastest growing in its end of the state.

NEW ASSOCIATION FORMED.

The Chicago Association of Superintendents and Foremen was formed last week after being contemplated for some time past. Temporary officers were elected: J. W. Waterson, superintendent of the Union street factory of Selz, Schwab & Co., president; Martin Moran of the J. P. Smith Shoe Co., secretary and treasurer.

The financial secretary of the National Association of Superintendents and Foremen, F. S. Gorham, helped to get the new organization under way.

President E. L. Neilson, of the Shoe and Leather Association of Chicago, has appointed committees to take charge of the banquet and entertainment of the next meeting, which is to be held December 2.



TRADE MARK

Duplex Bottom Polish

produces a brilliant polish, that will not dull down by keeping.

THE REASON is found in the fact that it is made of highest grade materials, under a formula that has been tried out under all sorts of conditions.

Duplex Bottom Polish

is warranted not to air slack or fade and will not fly from the brush.

Duplex No. 60 EDGE BLACKING is a two set blacking that is giving satisfaction where others have failed. If your edges are not looking well try **DUPLEX** —*Its bound to please.*

DUPLEX BLACKING CO.
15 Perkins Street
BROCKTON, MASS.

BREEZES FROM AUBURN, ME.

—Advantage is being taken of this fine November weather to rush work on the brick addition to the Ashe, Noyes & Small Co.'s Spring and Railroad street shoe factory. On account of the extreme wet weather of October, the work has been greatly delayed.

The new building, which will be three stories and basement, has a frontage of about 50 feet on Spring street and extends back to the main factory on Railroad street, a little over 115 feet.

The architects, Messrs. Gibbs and Pulsifer, who are also supervising the construction, have endeavored to create harmonious effects with steel and brick, artificial stone and stone, adding to rather than detracting to the surrounding residential Spring street section. A new boiler house and coal sub-basement, 16 by 63 feet, is also well under way. It is expected that the building will be completed and machinery installed by the middle of January. The new addition will furnish room for 150 hands, enabling them to nearly double their yearly output.

—A tin shower was given Miss Bertha Lakin, by the girls of Field Bros. & Gross, at the home of Mrs. Annie Parsons of Davis Park recently, in honor of the approaching marriage to Mr. Guy Paine of this city.

—Charles O. Normandy vs. the Norridgewock Shoe Co. in a suit resulting from the defendant company to pay commission claimed by the plaintiff, was heard before an agreed referee, Mr. Arthur H. Cooper, of the Wise & Cooper Co., last week. Only the testimony was heard at this time. Referee Cooper said he would hear the arguments at any time agreeable to the attorneys, and in the meantime would consider the reports as filed by the attorneys. Judge Geo. C. Wing, of Auburn, appeared for Mr. Normandy and L. O. Folsom, of Norridgewock, for the firm.

Mr. Normandy claims a commission of \$1520.00 for work prior to resignation in January, 1913.

—Cushman-Hollis Co. of this city has happily inaugurated a new feature in shoe factory methods and have just installed a model hospital ward to their up-to-date equipment. Sanitary appliance and first aid remedies for any emergency, sudden illness or accident are at hand, and telephonic connection arranged for immediate surgical or medical attendance. Miss Anna Pelletier, graduate nurse of "St. Marie's General Hospital, is in charge of this department.

—Reports from Mechanic Falls confirm earlier advices that Bell Bros., the new lessees of the factory in that village, are looking for-

ward to immediate active operations. Mr. Frank Pendexter has been in conference with the management during the past week and arrangements made for a battery of six clicking machines to be installed at once.

—Local shops are busy, manufacturers of white goods particularly so. Dingley-Foss Co. start the week on 1,000 cases a day "sheets." Cushman-Hollis Co. equals this, or nearly so.

STUDIED EUROPEAN STYLES.

Winbur Stone, representing Chas. B. Wilson, maker of fine shoes, Lynn, Mass., has returned from a five weeks' trip in Europe. He has been studying the best styles abroad, and some of the ideas which he gathered will be incorporated into Mr. Wilson's product. Mr. Wilson has for some time been making Parisian and Viennese style shoes for the American trade.

ANOTHER CLUB MEETING.

The Rochester Shoe and Leather Club are to hold their annual meeting December 29. This will be the election of officers as well as a smoker and luncheon. Committees have already been appointed, and it is expected that the meeting will be well attended.

**OUR HEEL BEADS and KEYS
WILL WEAR A YEAR.**

without touching and the bead can then then be re-cut for further use.

The price is no more and the increased service means better work and money saved.

**Try one and you will
order a dozen.**

WEBBER MACHINERY CO.

New and Rebuilt Shoe Machinery

101 Munroe Street Lynn, Mass.

SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.
GEORGE W. INGALLS, Lynn, Mass.

Adams Cutting Dies

Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to A. M. HOWE
(Established 1857)

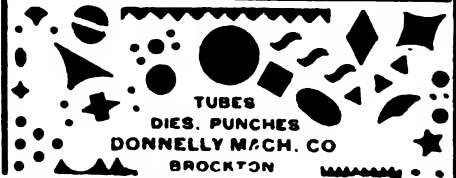
John J. Adams Worcester, Mass



K. & S. DYE

Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

KENT & SMITH LYNN, MASS.



TUBES
DIES, PUNCHES
DONNELLY MACH. CO
BROCKTON

Jebbers in Manufacturers Gut Sales

Cut Soles

43 N. MONTELLO ST.
BROCKTON

GORDON & BERMAN

Sole Leather
and
Offal

23 SOUTH STREET
BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of
SHOE ORNAMENTS

PATENT SPECIALTIES } "CLINCH-ADJUSTO" BOW
"O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut Shoe Supplies of
Every Description

National Shoe Findings Co.
LYNN, MASS.

J. E. KNOX

ACCEPT NO SUBSTITUTES

J. V. KNOX

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, . . . LYNN, MASS.

Novelty Edge Protectors

Save money in the packing room.
Make tip repairing easy.
Keep fair-stitching and edges clean
NOVELTY SELLING CO.
67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

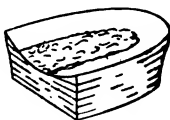
The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies
Brockton, Mass.

Men's and Women's TAPS

PURITAN COUNTER COMPANY
E. R. R. Ave., Brockton, Mass.

Surplus Shoes Dispose of returned
or in stock footwear
by advertising in Whole-
Bargains—The Bargain Buy-
ers' Magazine.
1107 Flatiron Bldg. NEW YORK CITY

**Heels and Heel
MACHINERY**
Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.
119 TRIBOU ST. BROCKTON, MASS

TOP LIFTS, SHANKS Misses', Children's and Infants' SOLES

Chapman Tap and Counter Co.
Haverhill, Mass.

Industrial Information.

Notes of New Factories, New Enterprises, New Firms, and Changes in the Trade.

CLEVELAND, OHIO.

It is reported that the CLEVELAND SHOE CO. has discontinued its business and sold its machinery and equipment.

FREEPORT, ILL.

A contract and lease has been signed between the Chamber of Commerce here and J. E. Hoffman of Chicago, for the establishment of a shoe manufacturing plant in the factories recently occupied by M. W. SAVAGE at East Freeport. The installation of the machinery is already under way, and it is expected that at the start the firm will employ about fifty men, later increasing the number to about 200.

NEWBURYPORT, MASS.

Walter E. Sargent and A. L. Williamson are forming the firm of SARGENT & WILLIAMSON, and they will manufacture women's welt shoes in a factory here. Mr. Sargent was formerly superintendent of the factory of Levis & Sargent, Lynn, and was partner in the firm. Mr. Williamson was formerly with Harney Bros. of East Boston.

BRONSON, ONT.

The TAPPAN SHOE CO. of Coldwater, Mich., are said to be looking for a shoe factory site here. This firm manufactures women's, misses' and children's medium McKays in their Michigan factory, and it is hoped that they will be successful in finding a suitable site here.

COLCHESTER, CONN.

It is expected that the old shoe factory building now owned by H. Mintz will be opened shortly. Some machinery has already been installed. The entire output of the factory will be disposed of to one of the large mail order houses. H. Buslowitz will act as general manager. The company will occupy only

one floor at present, but it is expected that another concern will occupy a part of the factory.

WAUSAU, WIS.

The GILBERT SHOE CO. of this place are planning to increase their factory output from 250 to 500 pairs of shoes per day, and are now busy installing the necessary machinery.

CINCINNATI, OHIO.

The SULTANA MANUFACTURING CO. have moved their factory in the United Bank Building to the up-to-date factory building at the corner of Findlay and Providence streets. It is expected here that their output of tourist and boudoir slippers will be greatly increased.

SACO, ME.

A meeting of the NORMANDY SHOE CO. was held recently and the following officers elected: Chas. O. Normandy, president; Wm. L. Streetter, treasurer, and Chas. L. Milliken, clerk. The firm is incorporated for \$50,000.

NEWBURYPORT, MASS.

It is expected that about December 1 there will be a new shoe firm located in the Lowell factory on Charter street. The work of getting the firm to locate here was handled by the Newburyport Building Association.

TO BUILD LARGE ADDITION.

Levis & Conway, manufacturers of kid leather, are to build an addition to their factory on Mint street, Salem, Mass. It will be 75 by 100 feet, four stories high, and it will enable the firm to increase its output 50 per cent. The addition will be provided with a modern equipment, including an electric drive.



These Kettles are particularly adapted to the manufacture of Blackings, Glues, Pastes, etc. and are made in Half Jacket, Full Jacket and Horse Shoe Patterns.

Keen Manufacturers Realize that the **FACTORY LUNCH ROOM** is a Big Asset toward Smooth Running Efficiency.

Many of the large Eastern Plants are Profiting by installing our complete Factory Lunch Room equipment.

Our line of Copper Seamless Steam Jacket Kettles is the finest line in the world.

MORANDI-PROCTOR CO.

48-50 UNION STREET

BOSTON, MASS.



BETTER MO

That's our motto and we mean to convince all buyers of lasts that we will live up to it.

The Sturgis-Jones Telescope Last

is one of our exclusive products. The Telescope last shortens more than any other divided last on the market.

It does not strain vamp or crowd counter out of place as it easily slips from the shoe. Costs less than any other divided lasts.

Our Factory Facilities

and executive force enable us to give our customers an unequalled service in developing original lines in good fitting and quick selling models.

Quick deliveries a specialty.

Sturgis-Jones Last Company

BOSTON OFFICE
195 ESSEX STREET

Carl Sturgis
Paul S. Jones

FACTORY
BROCKTON, MASS

Our St. Louis Letter.

(From Our Special Correspondent.)

—Caleb B. Kimber, superintendent of the American Lady factory of the Hamilton-Brown Shoe Co., has returned from the East, where he visited Boston.

—The United Shoe Workers are going to build a hall at 2651 Olive street. This will occupy the site formerly occupied by the Olive St. Livery Co. The building on the lot will be torn down, and in its place a building, 35 by 136 feet, three stories, will be erected at a cost of \$25,000. The fee will be in the name of the United Shoe Workers. It will be the largest and most expensive of its kind in the United States, and will be thoroughly modern in every respect. There will be a large assembly hall, committee halls, billiard halls, offices, reading and lounging rooms, parlor, etc. It will be elegantly furnished throughout in every respect. Stock will be sold among the shoe workers and allied trades at \$1.00 per share. One of the members said their council was among the largest in the United States, and they felt confident there would be a greater demand for stock than was at first anticipated, and he felt confident it would all be sold in the near future.

—Mr. C. R. Betts, foreman of the bottoming room at the Sunlight factory of the Hamilton-Brown Shoe Co., has resigned and will be succeeded by Mr. Higgins, formerly of the Black Diamond factory of the Peters Shoe Co.

—Peter Ellis has resigned his position as foreman of the packing room in the Dr. Sawyer factory of the Brown Shoe Co., and it is rumored he is to accept a similar position at the Sir Knight factory of the Wertheimer-Swartz Shoe Co.

—Some of the big shoe firms close their fiscal year on Dec. 10th, and some on Dec. 31st. Between now and those dates will be a busy time with them. They start shipping spring goods Dec. 1st, and from then until Feb. 1st, they often work until 10 p. m. Every firm in the city expects to make a gain far greater than heretofore.

—Persistent rumors that Charles L. Swartz, one of the founders of the Wertheimer-Swartz Shoe Co. of this city, who has been secretary since 1901, was soon to sever his connection with the firm, was denied last week by Mr. Swartz.

Jacob J. Wertheimer, president of the firm, declined either to confirm or deny the rumor, and said there was not the slightest friction existing among officials of the firm. Mr. Wertheimer said the company would make official announcement of any changes that might be decided upon.

Reports of contemplated reorganization of the corporation have been current for several months, and especially the last week. It is expected that important changes will follow the directors' meeting Dec. 15, it is said. It was rumored several months ago that they were negotiating with the International Shoe Co., and almost 50 per cent of the stockholders were in favor of selling to them and take International stock as payment. This, however, could not be traced to any responsible parties.

The company was organized by Mr. Wertheimer and Mr. Swartz in 1901 and does an extensive wholesale and manufacturing business in St. Louis and adjacent territory. Their "Sir Knight" shoe for men is extensively advertised in the West and Southwest, as is their shoe for women, "Solastic."

—G. H. Foree, of the American Lady factory of the Hamilton-Brown Shoe Co., missed his first day from his business. He was home celebrating the arrival of a 12-pound son, who was named after the Governor of Missouri, Elliot Major.

—Charles A. Blais, of the Monarch Blacking Co. of Lynn, Mass., has secured a factory in Leicester, Eng., and is equipping it as a branch factory for his Lynn firm.

—The U. S. M. Co. of Canada is building an addition to its factory near Montreal. It is of concrete, two stories, 164 by 140 feet. It will cost about \$300,000.

WINSLOW BROS. & SMITH CO.

SHEEPSKINS AND CABRETTAS

TANNERIES: NORWOOD and PEABODY, MASS.

BOSTON

NEW YORK

CHICAGO

ST. LOUIS

66 Lincoln Street

12-14 Spruce Street

150 West Lake Street

14th and Locust Streets

DEATH OF NOTED SHOEMAKER.

Moses A. Packard, head of the M. A. Packard Co. of Brockton, Mass., passed away at his home in that city last Saturday afternoon. He was a native of New London, N. H., born there in 1843, but came to Brockton with his parents at the age of one and a half years. At the age of eighteen he enlisted in the Civil War and served for nine months, the time of his enlistment. At the close of his term of service he returned to Brockton and worked in shoe factories, and at one time was foreman of the cutting room for Orr & Sears. Previous to this he had manufactured shoes on a small scale, but had abandoned it. He then worked a short time in other factories and then began again the manufacture of shoes, and was the first man to make a shoe to retail at a specified price. This price was an odd one, \$2.99 per pair.

In 1884, R. B. Grover became associated with him as Packard & Grover. This partnership lasted for five years, when Mr. Grover withdrew to form a new business, as R. B. Grover & Co., makers of the Emerson Shoe. This firm continued in business under the same name until the big explosion, when the business was moved to Rockland, Mass., and is now known as the Emerson Shoe Co. After Mr. Grover retired, John S. Kent, now the general manager of the business, and O. M. Fisher were taken into the business and it is now incorporated as the M. A. Packard Co.

Mr. Packard has been in bad health for several years and had been confined to the house for several months.

He represented Ward Three of Brockton on the Board of Aldermen in 1890-91-92-93. He was a prominent member of the Universalist Church, and of the Mason bodies. He is survived by his wife.

LARGE EXPORTERS OF LEATHER

L. B. Southwick Co., manufacturers of sheep leather, Peabody, Mass., have built up a large foreign trade. They now send leather to Great Britain, France, Germany, Belgium, and other European countries, Canada, Mexico, Central America, Cuba and Porto Rico, Venezuela, Brazil, South Africa and Australia, Chile, Argentine and Peru, Turkey,

SETTLEMENT EFFECTED.

Harney Bros. Co., shoe manufacturers, East Boston, Mass., will continue in business. Assignee Thomas F. Dolan has been successful in effecting a speedy settlement of the concern's difficulties. Creditors have received a cash dividend of 5 per cent.

United States

**The CUNNINGHAM AROH
SUPPORTING SHANK**

The best on the market, because the method of attaching makes it impossible for the shank to break down. German Silver Shanks furnished to all manufacturers.

For Particulars Write

J. H. CUNNINGHAM

Care of Stacy, Adams Co. Brockton, Mass.

If you still use a
CARBON LAMP
be consistent and
buy the Best and
Most Satisfactory
on the market.

Send all orders to

BOSTON ECONOMY LAMP DIVISION

National Lamp Works of
General Electric Company

128 Maple St., Danvers, Mass.

PROSPECTS ARE GOOD.

The Boston News Bureau has obtained reports on shoe trade conditions from leading manufacturers. They are condensed as follows:

Endicott, Johnson Co.—The tariff isn't going to make any difference to the shoe trade. Shoes are higher than a year ago. We are paying more for hides.

George E. Keith Co.—Business is about normal. We are making 17,000 pairs daily, or 90 per cent of our capacity. See no signs of foreign shoes yet. Duplicate orders are good. Retailers are overstocked on oxfords.

W. L. Douglas Shoe Co.—Business good. We're making 12,600 pairs daily. Duplicate orders and advance sales are large. This six months' business promises to be the best in the company's history.

W. H. McElwain Co.—Future orders are excellent. We are sold ahead for the next two or three months.

E. E. Taylor Co.—We are operating at our capacity, from 18,000 to 20,000 pairs daily.

Commonwealth Shoe & Leather Co.—Shoe prices are higher. The shoe that sold at \$4 four years ago now sells at \$5.

Rice & Hutchins.—Our spring business is ahead of a year ago. We see no signs of a foreign invasion. Our export trade continues to increase.

Thomas G. Plant Co.—Orders are about eight per cent ahead of a year ago. Business is going along in a normal way, but lacks "kick." We are cutting 12,000 pairs a day.

LYNN FAILS ON GRADED PRICES.

The Lynn Shoe Manufacturers' Association has formally acknowledged the acceptance of the vote of the Lynn labor unions, whereby the unions have refused to accept a graded price list. It has expressed its regrets at the action of the Joint Shoe Council. Charles O. Whidden, secretary of the Council, says that the matter of a graded price list is at an end. If the shoe manufacturers wish to make low price shoes, Mr. Whidden says, they must make a specialty of them. Mr. Whidden is of the opinion that if a Lynn manufacturer should give his undivided attention to the production of low price shoes, he could manufacture such shoes successfully. Some manufacturers of experience think differently. It is said that several firms are planning to move from Lynn at the close of the season's run.

—The W. H. McElwain Co. is to establish a branch wholesale and distribution house in Kansas City, Mo., opening it about January 1, under the name of K. L. Barton Shoe Co.

HOTEL CONTINENTAL

41st St. and B'way NEW YORK
300 ROOMS 300 BATHS
at \$1.50 - \$2.00 - \$2.50 and \$3.00
EACH WITH PRIVATE BATH

Five minutes walk to forty theatres,
Penn. and New York Central Stations.
Most convenient location in New York.

Well Equipped Reading and Writing Rooms

41st STREET and BROADWAY

The CAFE BOULEVARD

(Connected with above hotel)

Known to good lovers for almost twenty years. The dollar dinner of Hungarian Specialties, with wine has become famous.

A 60c. luncheon is a regular feature. The Cafe Boulevard also serves a 25c. and 50c. unexcelled Club Breakfast.

A la Carte Service at all times.

41st STREET and BROADWAY

Ashland Leather Co.

ASHLAND, KY.

**Scoured Oak
Sole Leather**

**Rough Belting Butts,
Bends, and Shoulders,
Backs, Bellies
and Heads.**

*Tanned From Packer
Hides, In Vats With
Oak Bark.*

■ GENERAL SALES OFFICE

**180 No. Franklin Street
CHICAGO**

BRANCHES

Boston—St. Louis—Rochester—Los Angeles

NEWS OF MEN AND FIRMS.

—John B. O'Brien, who has been in the employ of the P. J. Harney Shoe Co., Lynn, Mass., for ten and more years, has succeeded to the superintendency of this factory. Mr. Bryan Harding, who has gone with his son to the A. E. Little & Co. factory, was his predecessor. Mr. O'Brien has been eminently successful in the shoe business, starting as a boy and has been in charge of every department of a factory, his last foremanship being with this company, where he directed the last-ing room.

The P. J. Harney Shoe Co. is one of the leading Lynn shoe firms making over 5,000 pairs daily of women's shoes. Their line of catchy footwear is very popular among the better class retail trade.

—Henry Miller, formerly in the cutting room of the Bolivar street factory of the International Shoe Company of this city, is now foreman of the cutting room of the Marshall (Mo.) factory of this company.

—E. W. Warner & Co. have just completed stock-taking at their Somersworth (N. H.) factory and will start immediately on the new run. This concern is now making 80 per cent of their product in welts.

—Mr. Clark of the shoe manufacturing firm of C. & J. Clark, Ltd., Somerset, England, was a visitor in Boston last week.

—Mr. J. Peter Carlin, who has been the superintendent of the Buffalo Leather Co., Buffalo, N. Y., has resigned this position, the resignation taking effect about December 10.

—Mr. Thomas F. Anderson, secretary of the New England Shoe and Leather Association, was chosen by the Lynn Chamber of Commerce committee to serve as their secretary, but they have been obliged to accept a negative answer from him. While no one has been chosen, it is said that Fred H. Druehl and George Coates are candidates.

DEATH OF JOHN MCNAIR.

John McNair, president of the Lynn National Bank, died at his home in Lynn, Mass., Nov. 24, after a sickness of three weeks of apoplexy. He was born in Scotland 70 years ago. He came to this country when a young man. He carried on the wholesale shoe trade in New York, and he later engaged in manufacturing in Lynn. He prospered as a shoe manufacturer; then he became a bank president. He was credited with being one of the ablest financial men connected with the Lynn shoe industry.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1-2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—Foreman for the lining and trimming department of our cutting room. Preferably a young man with a similar experience. Lunn & Sweet Shoe Co., Auburn, Maine.

WANTED—Foreman of lasting, making and finishing in Western country factory on women's cheap McKays. Opportunity for right man to become superintendent. Give fullest particulars. Address 3202-C, care of American Shoemaking.

HELP WANTED by a first-class shoe pattern maker. Good position to right party with recommendation. Address 3500-E, care of American Shoemaking.

WANTED—A man who can cut close and help at fitting or some other branch of the work, and who wants to enjoy the winter just below the snow line. Write fully what you can do aside from cutting. Address the Kenton Shoe Co., Chattanooga, Tenn.

POSITIONS WANTED.

COUNTER Manufacturer with 20 years' practical experience in making and selling counters, pasted and fibre counters, desires position as salesman or will take charge of counter factory. Address 1410, care of American Shoemaking.

POSITION WANTED—In charge of making or lasting room in large factory. Have had best of experience in New England factories making women's welts and McKays. Can operate and instruct operators on nearly all machines in making room. Address 1808, care of American Shoemaking.

POSITION WANTED as cutting room foreman and leather buyer by a man with a good insight in cost figuring, and who fully understands his business; sober and faithful worker. Can furnish good reference. Address 805, care of American Shoemaking.

POSITION WANTED as foreman of making room on turns and McKays, from stock fitting to packing room. A-1 reference. Address 606, care of American Shoemaking.

POSITION WANTED—Finishing room foreman desires position, 23 years' experience, and 12 years as foreman in this department. Good organizer and can teach green help. A-1 reference. Address 1004, care of American Shoemaking.

POSITION WANTED as foreman and packing room foreman, by young man with experience on high-grade women's shoes in leading New England factories. A-1 reference. Address 1103, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man; 17 years' experience; have thorough knowledge in all departments on welts, turns and McKays. Will give gilt-edge references from present firm I have been with 14 years. Go anywhere in United States, Canada, Mexico, Europe or South America. Address 605, care of American Shoemaking.

POSITION WANTED—Stitching room foreman wants position. First-class man, having had long experience on men's, women's and boys' shoes. Can teach help and repair machines. At present employed, desires a change. Best references. Address 502- care of American Shoemaking.

POSITION WANTED as treeing of the finishing room. Have had 13 years' experience on fine grades of McKays and welts; can instruct and perform any operation from trimming to treeing. Can furnish the best of reference. Address 702, care of American Shoemaking.

SITUATION WANTED by sales manager and advertising director. A young man experienced in supervising travelers, who has specialized on territorial development and sales promotion work, and who knows how to dig up the prospect and engage his attention, desires position as sales manager, advertising director, or both, where there is need for constructive ability and an opportunity to locate permanently in or near Boston. Actively employed by prominent manufacturer of staples line, but available upon reasonable notice. Address 1807, care of American Shoemaking.

POSITION WANTED as foreman of lasting room on welt work, all grades; thoroughly qualified and familiar with all machines and in teaching help, or would consider a position as inspector. Best of references. Address 206-, care of American Shoemaking.

POSITION WANTED as foreman of making room on men's McKays or welts; can run and repair all machines. Best of references. Address 701, care of American Shoemaking.

SOLE LEATHER MAN DESIRES POSITION.

SOLE LEATHER MAN desires position. Has had long experience as foreman on men's and women's fine work. Expert on cutting, manipulating and stock fitting. Best of references. Address 1103, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED as superintendent, or charge of office, by young man with 17 years' experience in office and the practical departments of the factory. Has had extensive experience selling to jobbing trade. Address 1804, care of American Shoemaking.

MISMATES AND DAMAGED SHOES WANTED—RYAN SHOE CO., HANNIBAL, MO.

OPEN CINCINNATI STORE.

J. S. Barnet & Son, Inc., tanners of calf leather, Lynn, Mass., have opened a store at 803 Sycamore street, Cincinnati, Ohio. Howard J. Barnet, secretary of the company, is now making his headquarters in Cincinnati in charge of the new store.

BELLEVILLE, ILL.

—Little hope of settling the Belleville Shoe Company strike by arbitration was expressed by O. J. Hohnquist of Rockford, secretary of the Illinois Board of Arbitration, who has been in Belleville several days, looking into the difficulties between that company and its employees.

Secretary Hohnquist departed recently to lay the matter before other members of the board. He has held several conferences with the United Shoe Workers and with representatives of the Belleville Manufacturers' Association. The shoe company has arranged to recognize the International Boot and Shoe Workers' Union, which is the only one affiliated with the American Federation of Labor, while the United Shoe Workers are not affiliated with any organized body. It is more of a fight between the two unions for supremacy than with the shoe company.

1911 LOCOMOBILE

For \$1,000

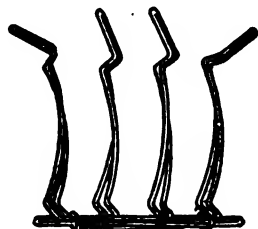
Original price was \$3500. Thoroughly Overhauled and painted this year. In perfect running order. Tires on rear. Address, "Loco" care American Shoemaking 212 Essex Street, Boston.

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FOR LACING SHOE UPPERS WITH THREAD
ANY GRADE ANY SIZE ANYWHERE

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member of American So-
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A book of industrial inform-
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manufacturing and tanning.

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names for the various parts
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A list of shoe manufacturers in the United States and Canada, giving location, kind of shoes made, capacity, and names of superintendent and buyer. 2 3-4x5 1-2. 200 pages.

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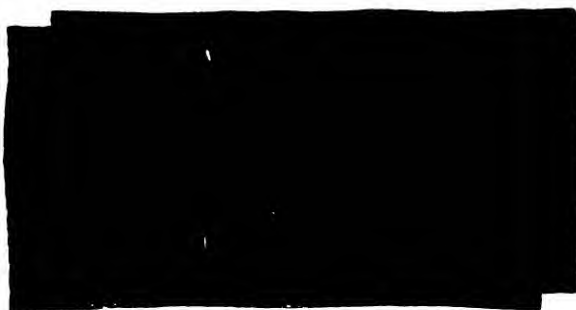
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COLUMBIA RIBBON CO., Paterson, N. J.

We supply these Bows from stock in Black, White, Tan and High Colors.

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**We install our machines absolutely free.
We absolutely guarantee goods and results.
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THE GREATEST LABOR SAVER IN A SHOE FACTORY

This machine collects the thrum ends and stay cord, and stitches them to the inside of button-hole pieces, without showing through on the right side, and without folding the work, thereby avoiding any marking or creasing.

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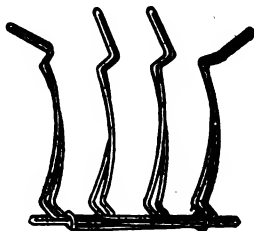
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ANY GRADE ANY SIZE ANYWHERE

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Successful Season
If You Use*

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The stock in B & R Rubber Soles and Heels is tough and firm, and yet it won't crack or break away—it simply can't—real rubber prevents that. It sews like leather.

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Complete variety of shapes and styles makes it possible to fit perfectly any kind of a shoe. It is not necessary to trim half the sole away or go up a size, thus spoiling the looks of the shoe.

This means both economy and appearance.

A range of grades for all grades of shoes.

REMEMBER THIS: We have the capacity to deliver when you need them in the rush season. Added equipment gives us a daily capacity of 18,000 pairs.

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Equal Profit and Success if put on your shoes. Profit, because of greatest service; Success, because they do what you expect of them, and more.

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SAMPLES FOR THE ASKING

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NAUMKEAG PNEUMATIC BUFFING MACHINE

The Naumkeag Buffing Machine Company whose machines are used by all the leading shoe manufacturers in every country where shoes are made throughout the civilized world, is now placing upon the market its new Double Head Pneumatic Machine. This machine, we believe, will be fully appreciated by the operator as well as the manufacturer.

The machine has two independent heads, giving the operator the advantage of two separately regulated air cushions and abrasive coverings, one of which can be used for buffing out the grain in the shank of the shoe, and the other for cleaning and smoothing the entire shoe, thereby completing the two operations of shanking out and cleaning the shoe in one handling.

Every operator will appreciate the improvement, as he will save handling the shoe a second time, as well as changing pads for shanking out and cleaning the shoe, which will enable him to do a great deal more work in a given time and with less effort.

The manufacturer will certainly appreciate the improvement in the looks of his shoes, as saving of one handling means a great deal to a fine shoe. The saving in time also means a saving in machinery, room and power.

Write for Further Information to
Naumkeag Buffing Machine Co.
BEVERLY, MASS.

LUBRICATOR

This is a product adapted to all sewing machines where a lubricant and not a wax is required.

Furnished in two grades—No. 1 and No. 2.

No. 1 is for use on button sewing machines where the lining must not be stained.

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Put up in cans holding approximately one gallon.

Twelve cans in a case.

United Shoe Machinery Co.

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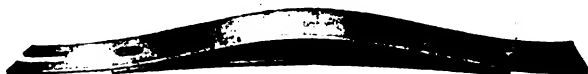
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The Crawford Combination

**IT IS FUNDAMENTALLY RIGHT !
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It cannot slip or slide and wear through the outersole.

SEE! THE LOCK HOLDS IT !



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It eliminates every trouble now caused by arch supporting shanks.

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to make an arch supporting
shoe which is absolutely fault-
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Send us a pair of your innersoles channelled and let us attach the **Crawford Combination** to them.

THE H. F. CRAWFORD MFG. CO.
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Rapid Hand Method Folding Machine MODEL B

This machine reduces the cost of folding, improves the quality and maintains the original lines of patterns.

It folds Blucher and Button Oxfords all the way around after closing. The only machine that will meet all folding conditions satisfactorily, practically and economically without additional expense for dies or attachments. Constant duplicate orders testify to our claims. Installed on trial and sold outright on its merit.

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no matter what system of lasting
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The efficiency of the "Unit System"
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*Tell us the conditions in your fac-
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The old method of using cement from an open dish is dangerous and prohibited by fire underwriters. This cement pot overcomes all objections, for when in use only a limited surface is exposed, while at other times it can be closed tight, thereby eliminating all hazard. Every factory using cement should be equipped with these cement pots.

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Further particulars will be gladly sent upon request.

United Shoe Machinery Co.

Sales Department

BOSTON, MASS.

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INDUSTRIAL LIFE AND THINGS PRACTICAL

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A. T. B. Concentrated CLEANER

1 gallon makes 12 by simply adding water

Stop buying and paying freight on water.

*There is nothing in the world that will clean
russet and patent leather shoes
like this will.*

Cement, water, blacking, wax and all other stains
DISAPPEAR IMMEDIATELY.

A TRIAL WILL CONVINCE YOU.
Price Per Gallon \$2.50

AVERELL & THAYER
BROCKTON, MASS.

The Keith System

(PATENTED)

**—for sticking any sort
of tap or middle-sole**

on any kind of leather, wet or dry,
Oak, Union, Hemlock, Chrome,
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The Keith System

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has never as yet failed
to do the work in a sa-
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Haverhill, Massachusetts, U. S. A.

A WEEKLY JOURNAL OF SHOE FACTORY INDUSTRIAL LIFE AND THINGS PRACTICAL

Published Every Saturday in the Essex Building, 683 Atlantic Ave., and 212 Essex
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Conducted by **RUPERT B. ROGERS.**

Entered at the Boston Postoffice as 2nd Class Mail Matter.

VOLUME XLIX.

DECEMBER 6, 1913

NUMBER 10

It is the purpose of **AMERICAN SHOEMAKING** to render to all of its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit order for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of **AMERICAN SHOEMAKING** because of its world-wide circulation.

STANDARDIZING STYLES.

One noticeable tendency in the matter of styles of boots and shoes which has been brought about by the concentration of shoe manufacturing in large factories is a tendency to standardize and reduce the number of styles shown each season.

A rule to which there are many exceptions is that the most successful shoe manufacturer is the one making the fewest number of styles, in other words, the concern that has carried the specialization of product farthest. At the successful Walton factory, as everybody knows, specialization has even gone to the extreme of making but one styles of boys' shoes and one style of women's and misses', even eliminations of many of the widths is practiced.

It is not surprising, therefore, to find many boot and shoe manufacturers back of a systematic effort to bring about a standardization in styles. The method suggested for making the idea effective is to appoint a committee from those factories support-

ing the movement who will meet at the beginning of each season and determine what styles will be shown during that season.

Of course, such a movement will not be popular with everybody, as much trade is gained through retailers showing novelties, and the public is, without doubt, induced to purchase many dollars worth of additional footwear through the offering of new attractive styles.

As an efficiency problem the idea appeals to American Shoemaking, so far as the manufacture of men's shoes is concerned, but in the production of women's footwear, we do not believe it to be either feasible or desirable. Constantly changing styles, while involving a large primary expense for the manufacturer is the sole excuse for the existence of many factories, where the entire season's run is often due to the introduction of snappy designs different from those shown by competitors. Then, too, the ability of Ameri-

can manufacturers to find markets for their product abroad is, in a large measure, due to the offering of styles which change with such frequency that competition from foreign manufacturers is rendered well nigh impossible.

The standardization of styles would, we believe, eliminate a considerable percentage of the output of footwear, and for this reason we believe it is impossible to make it generally effective on women's shoes.

It cannot be gainsaid that, judging purely from the standpoint of production, that is, producing the most dollars of intrinsic value for least cost, the idea is one which deserves support. The American public, however, is not, fortunately, compelled to purchase all of its wearing apparel upon the basis of intrinsic worth, but has been and, we trust, always will be in a position to indulge in fads and fancies that appeal to the eye as well as to the pocket-book.

THE BIGGEST RANCH IN THE WORLD.

According to daily paper reports, a Texas ranchman has been engaged by the British South African Company to go to Rhodesia to take charge of a ranch embracing 450,000 square miles, an area bigger than the aggregate area of several states like Indiana, Ohio and Illinois, and what is, without doubt, the largest cattle ranch in the world under control of one organization.

According to this report, 20,000,000 head of cattle will be raised, and it is hoped that America will be benefited by a lower price in beef and hides, as the company expects to become a direct competitor with cattle raisers of the United States and South America.

While the operation of a ranch of this size may, if its owners are so inclined, prove a great benefit to the general public, the turning over of the vast area of land and such enormous resources to the control of one man is a dangerous experiment and one which is bound to lead to perplexing problems for future generations if not

for those of the present generation.

What would our own country have been if in its early history its entire area had been parcelled out in tracts of this size? It would have required less than over one hundred of such divisions to have taken over the entire land area of the United States.

The elimination of monopoly under present conditions is child's play compared with what it would have been had conditions such as above existed in this country.

Rhodesia will some day face a difficult situation if such a large proportion of her possessions is to be parcelled out to private interests. It is far easier to prevent the acquirement of such vast tracts of lands by private interests than it is to wrest them from the owners at a future time when values have been multiplied.

FOREIGN TRADE RECORDS.

Exports still continue to show a gratifying increase over imports, during the month of October, the exports being \$16,892,000 more than for the same period last year, while imports show a falling off of \$45,000,000 for the month. The total imports for ten months to November 1 are \$1,460,188,000, and exports \$2,005,010,000. Exports for the ten months were \$544,822,000 as compared with \$359,727,000 last year.

A particularly gratifying feature of this statement for those who have been fearful of increased imports due to the lowering of tariff is found in this large decrease in imports during the month of October as compared with last year. It was generally expected that such a large volume of merchandise would be held in bond pending the lower tariff rates that the month of October would show a tremendous increase in imports, even though such increase should not prove permanent. The decrease of imports, with steadily increasing exports is one of the most cheering features of the business situation.

It is almost impossible to lay down a rule to be followed closely in instituting a system of cost accounts. No system should be installed without a thorough comprehension of the organization and management of the factory. There are specialists who devise cost accounting systems, but under no consideration should they be left to have a free hand in the matter without consulting and getting the superintendent's views on the subject, for all factories are not alike. While the principles of cost accounting may be the same, details differ in all cases. When it is also necessary to consult the superintendent that he may fully understand each little part of the system. The specialist should also instruct the cost accounting department that they might be able to handle the department in the future, in case he is not permanently employed.

In devising a cost accounting system, there should be a small percentage allowed for extras. When the shoe is started in the factory, one-half a cent should be added on to the cost of production to carry this. It is often the case that accidents happen. Water in pipes may leak, fire extinguishers break, etc., damaging

some part of the shoe and adding to the cost. This cannot be calculated in advance. Then, too, it is the not infrequent case that more expensive findings or supplies have to be used. Sometimes an expensive grade of thread, eyelets, buttons, or laces, sock linings or ribbons have to be substituted. These are unforeseen things, over which we often have no control. They have happened in every business ever since shoes were made, and they will happen even in the best regulated factories.

It is often the case that shoes cost two or three cents more a pair, but one-half a cent a pair will about even things up in the run of a season. Some factories run this as a special cost account and figure it in the cost of production on the next season's run, but the above method is the most business-like. The writer fails to see the logic of taxing the future with misfortunes of the past.

General Expense.

General expense in a shoe factory and how to figure it in the cost of production is a problem that many superintendents have yet to solve. The general expense is the expense that cannot be directly applied in the manu-

facture of a shoe, but must be added after the product is finished, or divided pro rata among the different departments, the amount being added with their general expense which is counted as first cost in the department. Every expense should be added on to the shoe while it is in the process of construction. Some manufacturers divide the number of shoes that are manufactured by the amount of the general expense, and adding the sum on to the price of the shoes, but it is better to know costs as the shoes go through the factory than to wait until they are packed.

Some factories use past records as a basis and estimate general expense from them. Where a factory is well organized and systematized and operating at about the same capacity all the year, this is often very satisfactory if the allowance is rightly calculated, enough margin being allowed to be on the safe side, but it is by no means accurate.

General expense consists of burden, upkeep, overhead cost, depreciation and all the expenditures that cannot be directly charged to the cost of production but must be added as a necessary factor in any business. General expense is easily and accurately found where there is a thoroughly systematized organization and well kept books.

Working conditions of each factory vary, and there may be details of one system inapplicable to one factory and suitable to another, hence these details must be modified. There may be some part of the cost accounting system that a certain factory superintendent thinks is better than any other, and for that reason pays little or no attention to improving it.

Some cost accounting systems put facings, top bands, eyelets, tongues, and the small findings in bulk, and take stock on them and calculate the cost of production in that way. This is wrong. The royalty on the leased machines is taken as a whole, and the cost of production is calculated from that. This, too, is

radically wrong. Every expense, such as material, labor and findings, should be added to the shoe as soon as it becomes a part of it. Why defer when the cost has been added?

(To be Continued.)

NEW SANDPAPER CUTTING MACHINE.

The accompanying illustration is a little patented device, which is saving some concerns quite a bit of money in handling their sandpaper. In the shoe factory where this machine was originated, a man's shoe, with a straight heel is being made, and strips of sandpaper without any mold whatever are being used on the heel scouring machine. Sandpaper on the roll is being bought just wide enough to make strips long enough for covering the roll. Sandpaper is then run into this little machine, and strips are cut

off just the right width for the roll. These strips fall down through the hole in the shear board, into a box underneath, and only sufficient quantity is cut ahead for a day's work. The gauge may also be set on this machine to allow for the cutting of sandpaper for buffing rolls.

When one stops to consider the waste sandpaper which results when one buys strips in rolls and waste time occasioned by operatives tearing off this paper, and sometimes getting it too short, and when one adds to this the extra price which must be paid for the sandpaper bought in narrow rolls, one will very quickly come to a proper estimation of a saving which this little machine makes.

The Greatest Folly.

Lack of Judgment in the Selection and Payment of Labor.

The material going into the upper of a shoe forms one of the major costs of that shoe—in most cases it is the greatest cost in the shoe.

The economical sorting and cutting of this stock requires a man of rare judgment and mental ability, who has spent time enough to learn his trade in all its details.

If one were to ask me what I considered to be the greatest folly shown in the manufacture of shoes today, what the most universal lack of judgment exhibited by able managers in a great and successful industry is, I should not hesitate a moment in my reply; the folly is apparent to every scientific observer who has studied the problems of the business from the outside as well as from within the factory.

To put the answer tersely, one might frame it thus: Lack of judgment in the selection and payment of labor.

In proceeding to elaborate upon the above statement, it might possibly be put most briefly in the following form:

The material going into the upper of a shoe forms one of the major costs of that shoe—in most cases it is the greatest cost in the shoe. The economical sorting and cutting of this stock requires a man of rare judgment and mental ability, who has spent time enough to learn his trade in all its detail. For such a position where lack of judgment may easily waste more than a man's wages every day, one naturally looks for special endeavor to select and retain the brightest boys and men of clear minds and sound judgment.

But, what are the facts in the case?

The bright boy who contemplates breaking into the shoe industry ascertains that he must spend some time at small wages, to learn the cutting trade, and then, when he has finally been advanced to the position of a cutter, he may expect to earn from

\$15 to \$20 per week, according to location of factory, and whenever the cutters work.

He knows equally well that if he can get a chance to learn to operate a welter, a rounder, an edge trimmer or an edge setter, he may, in a short space of time, be earning from \$25 to \$35 per week in these same factories, and be nearly as steadily employed as the cutter.

Being a bright boy, he chooses the ready money. Choosing the other way would be ample proof of inferior mentality.

It is absolutely true that the shoe manufacturer the country over, is offering a money inducement to secure the inferior boy, the timid and dull minded, to cut his upper stock by winnowing out all the bright ones who come to him for his making room.

And if this is true of the selection of labor for cutting upper stock, how much more is it true of that for cutting sole leather? Here is a department, where more is required of the workman than in the cutting of the upper, and where the man of poor judgment and careless habits may even more quickly waste his wages.

Not only must the successful sole cutter have as good judgment as he who cuts upper leather, but he must have a quick eye and a strong physique, since dieing out soles is both dangerous and heavy work.

Therefore, we should naturally expect the bright boy to be offered the best chance in the factory to induce him to enter this department; we should expect the successful sole cutter to be paid the highest wages in the plant.

But we find that sole cutters are receiving from \$12 to \$14 per week, that bright boys shun the sole leather department, and that the operatives seen in the sole-leather room bear the general appearance of common laborers.

And to such men, manufacturers are trusting the cutting of sole leather at prices running from 20 cents to 35 cents per pound, and actually buying bright boys to stay out of the department by their scale of prices.

This practice is universal, and I, therefore, call it the greatest folly of the trade.

The fact that foremen in certain large shoe centres are paid far less than good operatives often make in the same rooms, has filled such towns with incompetent foremen.

I once knew a lady in Lynn, Mass., at that time one of the fastest and best vampers in that city. Her employer induced her to take charge of his fitting room for \$21.00 per week—a high salary in that city for a forelady in a small factory. She refused to remain longer when the first run was finished, saying: "Why should I take all this responsibility and struggle to get along with different types of help at \$21.00 per week, when I can sit at my machine and earn \$35.00 in the same time and let someone else do the worrying?"

Not only is this the greatest folly in the trade, but it is bound to continue until such time as more or less concerted action amongst manufacturers makes possible a general readjustment of wages along the lines of better judgment and a larger wisdom.

Nor is the above a plea for a reduction of wage costs—merely for a readjustment.

R. W. DOW.

UPPER SEAMS OF BUTTON BOOTS.

The first seam on the top of the quarter of button shoes, as a rule, does not withstand the continuous strain applied thereon once the shoe is buttoned on the wearer's foot. There are, at least, three rows of stitching, and

invariably it is the middle row that opens up first. The reason for this is found to be in the assembling of the lining to the quarter. The lining should first be strained from the quarter to the button fly, and while underneath this strain the lines of stitching on the quarter and on the button fly should be applied. In other words, the stitching itself will not hold so that the lining must be relied upon to reinforce the seam, and a loose lining is practically worthless for such a purpose. Then, it may be stated, that the thread should be of first quality, and especially relative to the middle seam, which is the seam first to give out.

This top seam is also liable to give out when fitted or lasted crooked, as then the crooked portion is bearing most of the strain and will certainly rip quicker than if the strain were divided equally on the whole seam. Another weak part is the vamp seam at the throat of the vamp. This part has to be more forcibly brought down to the last, and as most all the button shoes are made on high toe lasts, the extra strain at that point will weaken the seam. On black shoes the vamp-seam at the forepart is often dipped in warm water, which helps at the lasting operation back of the toe.

HENRY HILL'S CRITICS. He Will Answer Them in a Later Issue.

Following is a letter received from Henry Hill, which speaks for itself:

American Shoemaking,
Editor:

Upon my return to Milwaukee Wednesday, I found issue of Red Book, Nov. 22, awaiting me. I shall be pleased to answer my critics at the earliest possible moment, but to do so in a safe way, I have sent for just the insoles I want, and will send with my article, a practical demonstration of my contentions, as I believe this is "the only way" to prove things. Trusting my friend will "await with patience," I am

Very truly yours,
HENRY HILL.

Question and Answer Department.

—Are you ever up against a new proposition which bothers you? Write to our Question and Answer Department. —Do you ever have an argument with either your manager, superintendent, or your foreman, over how the work should be done, and go away still satisfied that you are right and the other fellow wrong? Write our Question and Answer Department. We pay extra prices to anyone who will answer your question and help you with your troubles. —Do you ever become dissatisfied with your method of doing certain parts of the work and wish that you could know how the other fellow in the same department handles it? Write our Question and Answer Department. No one outside our office will know the identity of the writer. —Have you heard tell of new systems, new machines, and new methods, and do you wish to know more about them? Write our Question and Answer Department. Its Service is free to you. —Read the Department.—

Question.

A lasting room foreman asks us what he may do to prevent box-toe gum from sticking to and hardening on his lasts. He states that at the end of each season he must both scrape and sandpaper the little bunches of box-toe gum which have hardened onto his lasts during the run. His concern makes Goodyear shoes and, therefore, uses a large number of lasts. To go over all these every six months, and carefully scrape off the gum, requires an immense amount of work. What can he do to prevent this?

Answer.

We have put considerable work upon this question, which was handed to us some time ago, and the following seems to be the most practicable method we have yet seen. We, therefore, print the question so that anyone who has a better way, may tell us of it for the benefit of the fellow foreman who is in trouble.

In one factory which the writer visited, the foreman stated that he did not use vaseline on his lasts, because the vaseline had a tendency to kill the box-toe gum, and because it was not slippery

enough. He was boiling a pailful of water containing castile soap, until it made a gelatine-like substance. To a common galvanized pail of water he was taking about one and one-half inch in length off from a stick of castile soap, which gave about the right proportion. A large handful of clean cotton waste was put into a two-quart basin and was thoroughly saturated with this soap-and-water mixture. The assembler will put the toe of the last upon this waste with one motion of the hand and, with a second motion, dip it into a basin of French chalk, then the shoe is assembled, pulled, etc. Box-toe gum will not penetrate this if put on rightly, and before the last is pulled from the shoe, the soap is partially dry, and leaves the French chalk on the inside of the lining on the shoe, forming a very smooth and slippery toe inside.

Neither does this mixture in any way hurt the set of the box-toe gum.

In still another factory visited the superintendent was using the same method, but he mixed the French chalk into the soap and water, and put the combined

substances into the one basin with the cotton waste. And this superintendent stated that in his case he found that he could make a considerable saving by using a commercial chip soap instead of castile.

He likewise spoke of the superiority of this method over vase-line, or any method used before. The address of the company selling the chip soap may be had upon application at this office.

SHIPPING SHOES ABROAD.

Some Items About Packing That Every Exporter Should Know.

I was recently talking with a shoe manufacturer who does some foreign business, and he gave me a new light upon the difficulties attending the shipping of shoes to foreign countries, especially where carriage must be had by water.

According to this gentleman, one of the greatest difficulties attending such shipment arises from the rats which infest most ships and which will eat shoes which are unprotected, and leave nothing but the nails and eye-lets.

These rats seem to have an aversion to dextrine, and, according to this gentleman, a few handfuls of this powder should be scattered through all bundles containing shoes or other leather goods. In addition to this, all bundles of shoes should be well wrapped in tarred paper, to keep off the same pests.

Foreign shoe buyers dislike to continue business with houses which receive from them minute directions as to how they wish their goods packed, and then ignore all such directions, and especially so when such departure from directions result in loss of goods to the buyer.

Then there is the matter of sealing bundles, packages or cartons—a trifle, meaning nothing to the manufacturer, but much to the foreign purchaser.

No house can expect to do a large and flourishing business with foreign buyers unless that manufacturer aims to please the customers.

One manufacturer who seems to be growing wealthy from his foreign trade has recently put in a quantity of Spanish lasts to make shoes on for the West India customers. He states that public demand in that section is reverting to shoes made in that style—and he aims to meet that demand.

After all, why should not the wishes of the foreign customer be consulted as well as that of the large customer at home?

TO PREVENT SOILING UPPERS WHEN HAMMERED.

When wrinkles have to be rubbed or hammered down on colored uppers, a piece of upper stock of the same color should be placed over the wrinkles and the hammer will not then discolor the stock. Wrinkles around the toe, due to improper lasting, are taken off most effectively by means of the hammer and rub-stick, such as the treers use. At other parts of the upper, the hammer should not be used, as there is danger of cutting through the stock. But, whenever a permanent result is desired, the hammer must be used and the steel faced hammer is the only kind to employ for upper stock. Any other hammer will, after a time, roughen out and indent the surface of the leather. Wrinkles, due to the lining, are best taken off with hot water, applied directly onto the lining—the lining will shrink under the influence of the hot water and a little chalk should be rubbed in, once the lining is dry, to re-fill it with a new gloss.

The wrinkled lining in the forepart of a shoe is often deemed irreparable by many firms and the shoes are sold as damaged goods. With turn shoe linings, a blade is used to smooth out the wrinkles, and if the flexible blade used on turn work is adopted for this purpose, why could it not be used as well on welts and McKays? The lining of a woman's welt or McKay is not heavier than a turn lining, and it would seem to the writer that the lining could be smoothed out on all kinds of women's shoes.

An Efficiency Lesson.

Extract From General Crozier's Report Showing How the Taylor System Works at Watertown (Mass.) Arsenal.

"The 'Taylor System' of shop management may be roughly divided into two general parts. The first part relates to the systematization of processes of manufacture.

The second part relates to the quantity of output to be obtained from the workman, and the stimulus required to induce him to give the output.

"The 'Taylor System' of shop management may be roughly divided into two general parts. The first part relates to the systematization of processes of manufacture, so that these processes shall be carried on in a perfectly orderly manner, with better forethought and provision than has ever before been given them, and with more detailed arrangements concerning their relations to each other. To the natural inquiry as to what there is new in this, since everybody has always been striving for system and order in manufacturing operations, the answer must be made that the amount of attention which is given under Mr. Taylor's method to system, as evidenced by the number of the personnel engaged and the expense involved—that is, by the amount of administrative energy which is devoted to it—is so different from that which has ever anywhere before his time been devoted to systematization as to be absolutely revolutionary.

"The second part relates to the quantity of output to be obtained from the workman, and the stimulus required to induce him to give the output. This part rests upon the theory that the best and most expeditious way of doing a piece of work is too difficult of ascertainment for the workman who has to do it to have any reasonable chance of arriving at it; and that it must be reached through painstaking study, by methods prescribed by a highly skilled and expensive specialist, utilizing measurements of the time required by the various elements of

a job, and a great deal of knowledge such as the workman does not have, and cannot be expected to have. There is the further theory that the current rate of wages, as it exists in any manufacturing community, is not that corresponding to the best directed and most earnest efforts of the employees, but is that corresponding to the class of performance in connection with which the rate has grown up, which is very far from being the best reasonably and agreeably attainable.

How the Taylor System Operates.

"The second part of the system, relating to time study of a given job and the premium offered for approaching the time thus arrived at, is the part which is objected to in the petitions, being called in one of them the 'stop-watch system,' because a timepiece is used in studying the various component elements of a job, so as to arrive at a conclusion as to the manner in which the total time may be shortened. The process can be described as follows: A workman being employed upon a job for which it is intended to set a rate, the time-study man takes his station near him, and, openly and with the full knowledge upon the part of all concerned of what he is about, proceeds to study the job by first dividing it into its different component movements and periods. He then times carefully each one of the movements and periods, usually more than once. From the data thus obtained he works out what he considers the best sequence of movements and periods, making, if possible, certain elements simultaneous

which before were successive, and arrived at a complete program for performing the job and at an estimate of the time in which, by attentively following the program, the job should be completed. This time is called the 'Task Time.' It must be understood that the management has therefore had no definite idea as to the time in which the job should be done, or that it was being done unnecessarily slowly. Knowledge has been lacking to permit an idea as to this point to be formed. Also, any unnecessary slowness is likely to have been caused as much by unscientific methods as by lack of diligence on the part of the workman. The whole object is to secure an intelligent idea of the best way to do the work and of the right time for it. Upon these two points all hands have been without reliable information.

"After the task time has been arrived at; and it must be remembered that no necessity for unpleasant exertion is admitted in fixing the time; some stimulus in the form of increased pay is given to the workman for meeting this time, or for approaching it. The particular scheme of increase is not important, provided always that it gives an adequate reward for good effort. The scheme applied at the Watertown Arsenal is as follows: The workman is informed that his regular pay is not to be effected. The task time is then increased by two-thirds, and he is told that for every minute which he saves within this increased time he will be paid, in addition to his regular pay, for half-a-minute, at his regular rate. From this it follows that if he completes the job in exactly the task time the increase in his pay will amount to thirty-three and one-third per cent. No limit is placed upon the time in which he can do the work or the extra amount which he can thus earn, and it frequently happens that the task time is bettered, and more than thirty-three and one-third per cent extra is earned.

(To be Continued.)

THE WANDERLUST.

That there are shoemakers who have that ailment known as the Wander Fever, everyone in the shoe business is aware. It may be a charitable view to take of it to say that it is a fever and that, when the desire to go possesses them, they must move, as they cannot control their actions then.

Every foreman has had experience with these fellows. There are some very good mechanics among the lot, too, so that it cannot be said that it is a desire to get a job where they will give satisfaction that keeps them changing. A Goodyear stitcher I know of, in the past three years, has worked in Lynn, Rochester, Milwaukee, Chicago, St. Louis, Cincinnati and Portsmouth, that is, in seven different towns he has worked at ten different factories, and I do not believe that he was fired or quit to prevent being fired at over two factories. He probably wanted to see the country. A peculiar thing of it is that it is not only the young, single men who do this either, but often the older married men are just as bad.

Now, in Cincinnati most of the wanderers are either cutters or Goodyear men, although there are some in the other departments.

It is not always the workmen either who do the wandering. There are foremen in the same class. It is to be presumed that a foreman should have a better perception of things and be able to see that this constant changing is a detriment to his reputation, but it does not prove to be so.

Even if such a person does get a good salary, when moving expenses and railroad fares for themselves and families are deducted, their salaries scale down rather small. In addition to this, the time lost in changes also reduces the year's salary. Having a year's contract with one of these wanderers is no protection, as when they get ready to move, if held by a contract, their work suffers and the firm is usually willing to abrogate the contract.

There are even superintendents in this category. One of the best

superintendents in the business has been, to my certain knowledge, in four different towns in the last four years, extending from coast to coast. That he is a good man is evidenced by the fact that right now he is back again at the place he was in three years ago, and the firm he was with before that, on the West coast, want him back. He has received a big salary at all these places, but moving his family and his household effects has taken considerable of that salary every year.

It must be a disease because so many, otherwise sensible men, have it.

LASTING THE TOE OF WELT, McKAY AND TURN SHOES.

This is an interesting study. We can last with wipers and revolving pincers, as per the H. M. machine. Turns are generally lasted by hand, although some turns are wiped with some success, but this feature is still in the experimental stages. With the heavy toes the bed lasting process is the best. The H. M. machine would last much better the toes of welt shoes if the lining were not in the way. The lining is carried by the pincers all toward one side and bunches up. But experience has proven that the lining around the toe is absolutely necessary. When the under jaw, or lining jaw of the H. M. machine is smooth, the toes will be better lasted, as the lining will then slip when the toe strain is applied to the tip. This was especially noticeable in a factory making patent leather shoes. McKays can be lasted on the H. M. machine the same as welts, starting at one corner of tip, continuously to the other, and thus a smoother toe is the result. The toe-end tack must be pulled off as in a welt, but with the stroke of the hammer, as the McKay tack is riveted to the insole. If the wiping of toes of turn shoes is ever made practical, much progress will have been made. With the turn shoes the tacks are driven between the plaits, while the McKay shoe calls for tacking on the plaits.

The exact position of the turn tacks around the toe, as well as at the sides, has been the greatest draw-back to machine lasting on this kind of footwear. The depth of the tack in the turn sole has also much to do with the machine lasting.

If the tacks are driven through the surface of the sole, they will show a line of fine perforations, which is far from being uniform, and this damages the bottom finishing process.

It is a question whether turn shoes will ever be lasted by machine for the above reasons.

Limiting ourselves to considering welts and McKays, it must be admitted that proper toe lasting, at least of welts, calls for the bed lasting machines.

THE FLEXIBLE FILLER.

Shoes that are made into welts call for a flexible insole. Shoes made into turns call for a flexible filler. Then, is it correct to bend the filler back and forth and break it before inserting into the turn shoe? The filler is bent at the forepart, but some workmen crack it by bending at several places, and claim that the bottom will be all the more flexible. The turn sole itself is very flexible, and if any rigidity is noticeable in a turn shoe, it is due mostly to the filler.

Take a McKay and apply the same kind of a filler, as in a turn (same material) and you will notice a great rigidity of the bottom. The scheme was tried out and abandoned on that account, as a leatherboard filler destroys pliability of any shoe bottom. Then the paste combined with the filler of a turn shoe renders the sole all the more rigid. The writer believes in applying as little paste as possible, and of breaking the filler at diverse points at the forepart. Whatever happens, the main feature of the turn shoe must be retained, and of what use would be the turn if made with a rigid bottom? The turn shoe bottom is also more flexible when leveled with little pressure.

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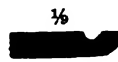
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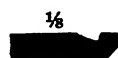
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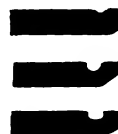
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STANDARD

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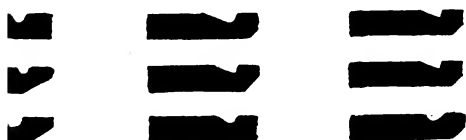


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of the
Possibilities**

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joint from end to end, and with a groove
width throughout.

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NY, Brockton, U. S. A.

New Patents in the Trade.

What They Are About and the Claims Made for Them Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information of which may be had through application to the office of American Shoemaking.

Leather Skiving Machine—No. 1,079,462, to Alexander M. Alexander.

Welt Sewing Machine—No. 1,079,436, to Frederick H. Perry.

Low Cut Shoe Attachment—No. 1,079,835, to Walter Emery Bunker.

Sewing Machine—No. 1,079,406, to Charles T. E. Gould.

Sewing Machine—No. 1,079,485, to Charles T. E. Gould.

Shoe Form—No. 1,079,429, to James A. Niles.

Tuck Marker for Sewing Machines—No. 1,079,329, to Philip Diehl.

Gripper Mechanism—No. 1,079,590, to Arthur Bates.

Machine for Pressing Heel Lifts, Heels, Etc.—No. 1,079,537, to Thomas Bostock.

End Lasting Wiper—No. 1,079,584, to William A. Stubbs.

Shoe—No. 1,079,535, to De Roy Austin.

Instep Support—No. 1,079,736, to James W. Arrowsmith.

SECTIONAL HEEL EDGE FINISHING AND BURNISHING TOOL.

No. 1,079,017.

Letters patent have been granted Carl A. Matson on an invention which relates to a rotary tool adapted to finish or burnish the edges of the heels of boots and shoes either by the wax treating operation or by burnishing the edges of said heels after they have been colored with a suitable coloring material.

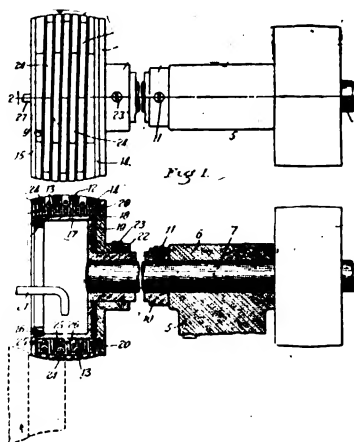
The object of the invention is to provide a tool which will apply wax evenly to the edges of the heels of boots and shoes and which will also impart a rubbing and polishing and burnishing action to the edges of said heels of boots and shoes that are held against it.

Moreover, it is the object of this invention to provide a tool of the character set forth which will have

a yielding metallic periphery and which will thus accommodate itself to the different curves of the edges of boot and shoe heels.

Furthermore, it is the object of this invention to provide a tool of the character set forth which shall be cheap to manufacture and durable in its construction.

In wax treating the heels of boots and shoes by means of this improved tool, the wax may be applied in a melted condition to the periphery of the tool and the superfluous



wax removed therefrom by means of a scraper, or the wax may be applied by means of a stick held against the periphery of the tool or in any of the various ways in which wax has heretofore been applied to the surface of a work-rubbing tool in this art. It is desirable in addition to rubbing the heel circumferentially thereof in the wax treating operation, to also simultaneously rub the heel transversely thereof toward the top lift, and it is the object of this invention to provide a tool which shall perform such an operation upon the edges of boot and shoe heels which are applied to its periphery. It is also very desirable, in a tool of this character, that the periphery of the rotary tool shall be flexible and capable of assuming different forms in

LESSEN THE COST OF ATTACHING



cross sectional contour in order to fit the varying contours of the edges of boot and shoe heels which may be applied thereto.

In addition to wax treating the edges of boot and shoe heels by means of this improved tool, the same may be used as a burnishing tool pure and simple, that is, it may be used to impart a high lustre to the edges of the heels of boots or shoes and can be utilized without the wax if so desired, in which case a coloring material is employed, such as blacking, and the burnishing tool is then utilized to polish or burnish the edge of the heel with this coloring material thereon. In either case, whether by wax treating or by burnishing a colored heel, this improved burnishing tool imparts a high lustre and smooth finish to the edge of the boot or shoe heel which is applied to it, and imparts said lustre to the entire surface of the boot or shoe heel, irrespective of the varying forms of said heel or slight inequalities in the surface thereof.

MACHINE FOR OPERATING ON SHOES.

No. 1,078,684.

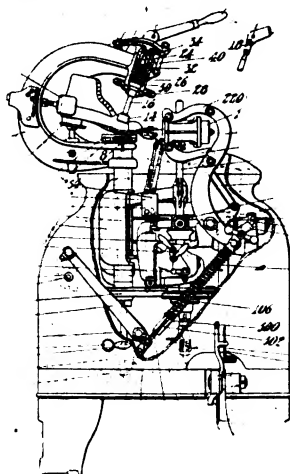
Letters patent have been granted Frank B. Keall, Joseph Gouldbourn and Arthur E. Jerram on an invention, the chief object of which is to improve and develop the type of machine shown in the application above mentioned; and particularly to render the machine automatic to such a degree, that, while capable of producing a high grade of work, it shall require a minimum of attention and skill on the part of the operator.

In machines of this general character previously proposed, mechanism has usually been provided for producing such relative movement of the tool and work that the tool operates along a predetermined path or contour of the work, and it is frequently necessary in order to produce satisfactory results in certain operations, such for example as "edge setting," to have the tool operate along such path or contour a plurality of times. It is also desirable that the operator shall be able to predetermine and vary the extent of the operation or relative traverse of the tool along its path of operation. To effect these results constitutes an important object of the present invention; to which end the invention, in its preferred form, comprises the provision in a machine having means for producing such relative movement of the tool and work that the tool operates along a predetermined contour of the work, of means for reversing such movement at predetermined points in said contour, and

means for independently varying the points of reversal.

A further important feature of the present invention is the use of mechanism that is controlled by the shoe contour for the purpose of determining the position of the point at which automatic reversal or automatic termination of traverse occurs.

Another important object of the invention is the provision of means for readily effecting an adjustment of the machine for operation on both right and left shoes. It is clear that if a tool is operating around a shoe the point at which automatic re-



versal should take place on the right side of a right shoe differs in location from the corresponding point on the right side of a left shoe. To facilitate operation on work of this character, the invention, in the embodiment illustrated in the accompanying drawings, comprises means for producing relative movement of the work and tool, means for reversing such movement at predetermined points and means for effecting a transfer, with relation to the work, of said points of reversal without changing the extent of relative traverse.

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without touching and the bead can then then be re-cut for further use.

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Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Cutting rooms in Lynn and North Shore shoe factories are busy places now. Manufacturers are filling up their factories with shoes. Prospects for good business are excellent. Prices run higher for leather and for labor. Manufacturers are meeting the situation by putting more style and more workmanship into their shoes, and selling them at higher prices.

—The Watson Shoe Co. has rearranged its factory at 266 Broad street, Lynn, for the purpose of increasing its output to 3,000 pairs of women's welt shoes daily. The lasting room has been moved to the third floor of the building, which was recently leased by the company. The entire second floor is used for the making room, and the finishing and the packing and shipping is done on the first floor. The cutting and stitching is done in a branch factory on Sea street, Lynn. The Watson Co. has doubled its business since A. N. Blake became manager of it two years ago. J. L. O'Neil is superintendent of the factory. He planned the new arrangement of the factory.

—E. W. Burt, of E. W. Burt & Co., Lynn shoe manufacturers, is sending letters to the various shoe retailers' associations of the country, urging them to drop the word "English," as it is commonly applied to shoe styles. He says that it is only advertising English shoes to American shoe buyers.

—Lynn manufacturers are active in a fight against licensed saloons in Lynn, contributing generously to funds to "Make it No, by 1,000," as the slogan of the No-License League read. The Lynn No-License League has just been incorporated, and among its charter members are the following shoe and leather manufacturers: J. C. F. Phinney, C. A. Littlefield, Frank C. Spinney, Chas. S. Grover, C. H. Stephenson and Benjamin F. Spinney.

A LYNN INVENTOR.

Maurice V. Bresnahan, of Lynn, Mass., one of the best known shoe machinery men of the country, was born in Lynn in 1838. When a boy, he went to work in the shoe factory of Swain & Fuller, Lynn. He knew something about shoemaking, for, as a boy, he played around the little shop of Freeman Winslow, father of Sidney W. Winslow, now president of the United Shoe Machinery Co. Freeman Winslow had a shop in Glenmere, a suburb of Lynn, when he was a young man, and he taught the boys who played at his shop how to make shoes.

While Mr. Bresnahan was working for Swain & Fuller, an older shoemaker invented a beating-out machine, and Swain & Fuller decided to manufacture it. A shoe machinery department was organized, and Mr. Bresnahan was transferred from the shoe to the machinery department. That was the beginning of his career as a shoe machinery manufacturer.

Mr. Bresnahan's first venture in business was as a partner with F. H. Pope, in the firm of Bresnahan & Pope. T. A. Bresnahan, a brother

of M. V., purchased the interest of Mr. Pope, and the firm of Bresnahan Bros. was established. In 1888, T. A. Bresnahan withdrew from the firm, John J. Hayes succeeding him, and became president of the company. Later, Thomas G. Plant bought the Bresnahan Co., and then the United Shoe Machinery Co. purchased it. Mr. Bresnahan joined the staff of the United States Machinery Co., and still continues with it. Mr. Bresnahan has secured patents on a number of machines, including welt sewing, lasting and sole leveling machines. Among his best known inventions are the Bresnahan automatic leveler and the Bresnahan duplex sole moulder.

BALLET SHOES.

Ballet shoes for tango dancing and for gymnasium practice, are made by several firms in Lynn and Haverhill, Mass. They are hand-sewed and hand-turned. The uppers are of high-grade kid leather, and the soles are of extra light, extra quality, oak leather. The shoes have soft toes and no heels. They are as light as a feather. They are not much more than leather socks. Formerly, they were sold to the theatrical trade chiefly. Now they are handled by high-grade retailers in big cities and are sold to women for wear in ball-rooms and dance halls. They also are sold to college students for wear in gymnasiums.

JEFFERSON CITY (MO.)

—Arthur E. Emerson, of the lasting department, and Arthur Scott, of the metallic department of the United Shoe Machinery Company's St. Louis office, were in this city during the past week calling on the trade.

—Edward Mead, the stock room man of the Washington (Mo.) factory of the International Shoe Co., was in town visiting friends and eating Thanksgiving dinner with his parents. "Butter," as he is called by his friends, is always received with a warm welcome whenever he finds time to visit here.

—O. W. Wright, Western agent for the Boston Blacking Company of the St. Louis office, was calling on the shoe trade last week, and, as usual, carried away a nice bunch of orders.

—Frank Harrington, who is foreman of the cutting room in the Washington (Mo.) factory of the International Shoe Company, chose Thanksgiving week for his vacation, and is visiting friends and relatives in the East. He will stop off a few days to call on some of the cutting room foremen in and around Boston before returning to his room in Washington.

—William Brown, for many years past connected with the different shoe factories in Canada and the States, is now with the Progressive Repair Machinery Company of Indianapolis, and is traveling Missouri and Illinois for this concern. Mr. Brown is well liked by the trade, and he expects to do quite a little business with the buyers.

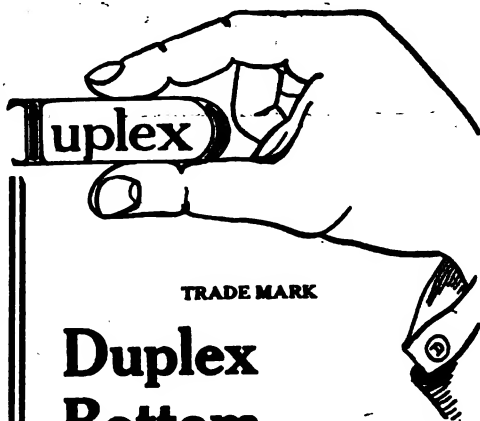
—With the exception of the Main street factory of the A. Priesmeyer Shoe Company, all of the shoe factories in this city gave their employees a three-day holiday for Thanksgiving, and quite a number of the boys took advantage of this holiday and spent the time hunting in the country.

—George J. Clark, the well-known shank man with the American Shoe Finding Company, together with Charles Jenkins of the same firm, were in this city last Wednesday, looking in on the shoe factories. Mr. Clark has recently returned from a trip abroad, and had many interesting stories to tell the trade.

—Arthur Markam, foreman of the counter pocket division of the Economy Stay Company, is spending three days hunting in Calaway Bluffs.

—J. J. McHale, superintendent of the Brookfield (Mo.) factory of the Brown Shoe Company, was visiting the head office in St. Louis last week.

—Charles Pearce, the shoe trimmings man of the Economy Stay Company, is calling on the trade in Kansas City, St. Joseph and Omaha.



TRADE MARK

Duplex Bottom Polish

produces a brilliant polish, that will not dull down by keeping.

THE REASON is found in the fact that it is made of highest grade materials, under a formula that has been tried out under all sorts of conditions.

Duplex Bottom Polish

is warranted not to air slack or fade and will not fly from the brush.

Duplex No. 60 EDGE BLACKING is a two set blacking that is giving satisfaction where others have failed. If your edges are not looking well try **DUPLEX** —*Its bound to please.*

DUPLEX BLACKING CO.
15 Perkins Street
BROCKTON, MASS.

BELLEVILLE, ILL.

—The Belleville Shoe Manufacturing Co. of this city closed down their factory last Tuesday. The employees were notified on pay-day that it would be indefinite unless something unforeseen should happen that would bring all the parties together, which seemed hardly possible since there are three parties to be satisfied.

Early last spring, the cutters who were members of the United Shoe Workers, presented the owners with a bill demanding a 9-hour day, an increase in wages, a Saturday half-holiday and certain restrictions regarding the employing and discharging of help, a recognition of their union, and other demands the firm claimed was impossible to meet and stay in business. Several conferences were held and the firm gave in all they claimed it was possible for them to surrender. This was unsatisfactory to the United Shoe Workers, and they all walked out. After trying several times to settle with them, the firm began negotiating with the International Boot and Shoe Workers' Union. An agreement was finally arrived at and signed by both parties, and the firm made preparations to open up full blast and make shoes bearing the Union stamp, as the International Boot and Shoe Workers' Union is affiliated with the American Federation of Labor. They had the support of practically 90 per cent of all the organized labor in this city, and the United Shoe Workers had the support of the Bricklayers' Union and one or two more, representing about ten per cent of the organized labor. Several departments were opened.

The United Shoe Workers, aided by help from St. Louis and the bricklayers, and the International Boot and Shoe Workers aided by the 90 per cent of organized labor, made both sides about balance in strength, and every night and morning gave birth to fights. Employees were slug-ged and beaten often into uncon-

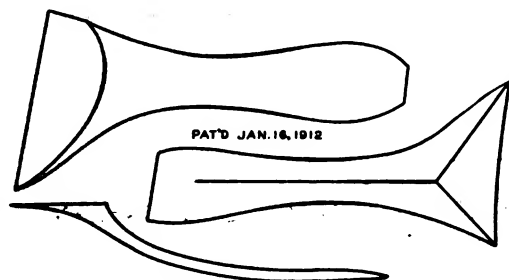
scious; finally they resorted to cutting and shooting in which both unions took part. Under these conditions the factory could not be operated at a profit, and they decided to close. A reasonable length of time will be given for the Illinois State Board of Arbitration to settle the three-cornered fight. In case no agreement can be arrived at, the firm will discontinue to manufacture shoes here.

THE REAL KIDNEY HEEL.

The real kidney heel is more correctly known as the French military heel. It has a straight breast like a Cuban heel, no lip extending under the arch of the foot. It has a thick neck, and a broad top lift, like the French Louis heel. Its top is almost as big as a silver dollar. A crescent shaped piece is cut from the lip at the breast. The broad top lift provides for a firm tread, and that is a chief reason why the kidney heel is popular for street wear.

The real kidney heels are made of wood. In ordering them, a shoe manufacturer should furnish the heel makers with a correct description of the heels which he desires, including height, and the size of the top lift, the kind of covering, and other necessary details. He had best send a sample of a shoe to the heel maker, so that the latter may fit the heel seat accurately. If he cannot send a shoe, he should send a last. He may have the heel maker cover his heel, or he may get patterns from the heel maker, and cut leather or cloth and cover the heels himself.

—Samuel Chase, one of the popular salesmen of the Superior Polish Co. of Brockton, Mass., has been confined to the hospital for the past two weeks, having undergone a successful operation for appendicitis. He is expected to be back at his work again in the near future. Best wishes from the trade.

The Style of a Shoe

depends to considerable extent upon the shank. The latest style in **HIGH GRADE** shoes is the **"Egg Shape"** and **"Cottage Bottoms"**

To meet this requirement we have produced a new **Custom Shank** made of selected leatherboard. Cheaper and better than solid leather,

MOORE & CO.,Manufacturers of Shanks
of all kinds.**Malden, Mass.**

SHOE STITCHING DEPARTMENT
SEAMS SEWED WITH
HOLLAND MFG. CO.'S
STITCHING SILK
WILL NOT RIP

**THIS
IS**

**THE
BRAND**

Samples sent on memorandum at our expense. Also **THREAD TESTER** loaned to enable comparative test. Write us.

HOLLAND MFG. CO., 685 Broadway, New York

Mills: **WILLIMANTIC, CONN.**

Established 1860

BRANCHES: Chicago, 237 So. Fifth Ave. Boston, 77 Summer St. Cleveland, 33
 Blackstone Building Cincinnati, 18 East 4th St. Philadelphia, 36 South Third St.
 St. Louis, 1017 Lucas Ave. Rochester, 13 Andrews St.

THE
Duplex Eyeletting Machine

**IS THE BEST AND MOST POPULAR
 MACHINE ON THE MARKET TODAY**

1 2 3 7

MACHINES IN USE AT PRESENT TIME

The **DUPLEX EYELETTERING MACHINE** eyelets both sides of the upper at the same time. Perfect spacing and setting are assured by its use. Time and trouble saved.

In order to get to the front and keep there, it is best to use the Duplex Eyeletting Machines.

United Shoe Machinery Company

EYELETTERING DEPARTMENT

205 LINCOLN STREET

BOSTON.

Brockton and South Shore.

Trade Notes, Personals, Etc.

—The C. S. Pierce Co. is a new corporation in Brockton, incorporated on Nov. 19th, to manufacture and sell box toes, innersoles, counters, slip soles, welting shoe forms, etc. Charles S. Pierce is the president; Evan W. Thomas, treasurer, and Warren A. Reed, clerk. There are 1500 shares, at \$100.00 each, Mr. Pierce controlling 999; Mr. Reed, 1, and Mr. Thomas, 500. It is incorporated under the laws of the State of Massachusetts. Mr. Pierce has been in business alone for 41 years. This does not include the dressing and blacking business. Mr. Thomas, the treasurer, has been in the employ of Mr. Pierce for 19 years, and at one time was employed in the office of the P. B. Keith Shoe Co., and later was a shoe manufacturer under the name of Jenks & Thomas.

—The Lasters' Union held a meeting last Friday evening, and Business Agent Collins reported that he had signed a contract with the Fred F. Field Co. for lasting.

—Last Friday evening, the Brockton Chamber of Commerce special committee on the "Made in Brockton" stamp held a meeting, and plans were talked over for taking out copyright papers in foreign countries. George W. R. Hill, of the Boot and Shoe Recorder, who is chairman of the committee, presided at the meeting.

—The Regal Shoe Co. of Whitman increased the output of the Whitman factory, 25 cases per day.

—The George H. Snow Co. of Brockton, increased the output of their plant last week, 15 cases.

—J. M. O'Donnell Co., of Brockton, have secured the services of R. F. Whitcomb of Holbrook as foreman of their finishing room.

—The new electric generator recently installed in the Leonard & Barrows factory in Middleboro, will soon be ready for operation.

—Shoe shipments from Brockton last week amounted to 9431 cases a low figure on account of the holiday. For the month of November, the shipments were 63,315 cases. The total shipments to date amount to 657,652 cases, which is 16,652 cases more than for the eleven months in 1912. In the three shipping points the North End leads with 259,521 cases.

—The Emerson Shoe Co. of Rockland will gradually increase the output of their factory from 115 to 135 cases per day.

—The Fred F. Field Co. of Brockton have secured the services

of Harry J. Bouvier as foreman of the stitching room in their "B" factory. He was with them when the "B" factory was in Providence, R. I.

—C. E. Chisholm, formerly of Brockton, has taken a position as foreman of the lasting room at the factory of F. C. Hebard Co. in Hudson, Mass. He was at one time foreman at the factory of the Preston B. Keith Shoe Co., and later with the George H. Snow Co.

SAN FRANCISCO A GENERAL MEETING PLACE.

Among the latest organizations to select San Francisco as the meeting place for 1915, is the National Association of Leather Belting Manufacturers, which will come several thousand strong to the Pacific Coast during the year of the Panama-Pacific International Exposition.

Definite action to this effect was had but a few days ago, during the association's convention in New York City, and the acceptance of the Panama-Pacific International Exposition Company's invitation to join the hosts that will travel Westward in 1915, was sent officially by Mr. Milton H. Cook, president of the H. N. Cook Belting Company, who is vice-president of the association, and now in New York, and who presided at the meeting when the decision favorable to the exposition company's invitation was reached.

Trade organizations generally, and manufacturers in all lines of endeavor, are responding enthusiastically to the invitation of the exposition, both to be present with exhibits and to participate in conventions. Display space in the main exhibit palaces is being taken up so rapidly that assurance of a full display of the nation's manufacturing resources, as well as a most selective one, is certain.

SHANKS of all kinds

CHURCHILL & ALLEN, Lynn, Mass.

**IF IT BEARS
THIS MARK**

**You Can Rely
Upon The Quality**

United Shoe Machinery Co.

Boston, : : Mass.

QUINCY, ILL.

—The Morris Bros., owners of the new shoe factory here, are rushing the work to completion of the factory and installing the machinery as fast as possible. Several weeks ago they purchased the complete equipment of Carruthers-Jones Shoe Co. of St. Louis, which moved to Memphis, Tenn., early last spring, when they discontinued the manufacture of shoes. The equipment consists of motors, shafting, sole leather department machinery, and quite a few independent non-royalty machines, all of which are in first-class shape and practically new.

Some of the equipment and machines have arrived and are being set up by experts as fast as the contractors for the building complete each room. January 15th the factory expects to start manufacturing shoes.

The Morris Bros. are practical shoemakers and formerly operated a shoe factory at Mexico, Mo., for a number of years, but sold out several years ago to the Friedman-Shelby Shoe Co. W. J. Morris then was made superintendent of the factory at that place, and F. E. Morris was given the superintendency of their factory at Kirksville, Mo., both positions they held until Nov. 1st, when they resigned to engage in business for themselves. They have two brothers, who are identified with St. Louis shoe manufacturers. Their father was one of the first shoe manufacturers in St. Louis, and they were trained in business methods and educated to be practical shoemakers as they grew up under the teachings of a practical and successful manufacturer of the old school. Not one of their acquaintances doubt but what they will be successful and build up a business that Quincy may well feel proud of.

WOMEN SHOE WORKERS.

More than 50,000 women now are employed in making shoes in shops of the country, and several thousands more of them are employed in offices in shoe factories, making

about one-third of the total number of shoe workers of the country.

A generation or two ago shoemaking was a man's occupation, and the only work done on shoes by women was that of binding uppers. This was done at home, usually after the household duties were completed. Now, women workers do practically all of the stitching of uppers in factories, and are sometimes employed in upper leather rooms to cut, sort and assemble pieces, and, in exceptional cases, they run the heavy machines in bottoming rooms. They also do much of the work in the inspection, final finishing and packing departments.

Women are making themselves useful in nearly all departments of shoe factories, particularly in the newer departments. The increase in their number in shoe factories the last few years has been by a much greater percentage than has the increase in the number of men workers. New factory laws, like the 54-hour law, are making shop work more attractive to women, and new factory equipment, particularly those conveniences like coat rooms with individual lockers and rest rooms, are furthermore making shoe shops more attractive to women.

An examination of new machines and manufacturing methods would probably show that they are designed more in regard for women workers than for men workers, being so lightly built, or simply arranged, that women can easily operate them. These and various other things show that the employment of women in shoemaking is rapidly increasing. —The Shoe Factory.

Adams Cutting Dies



Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to A. M. HOWE
(Established 1857)

John J. Adams Worcester, Mass.

If you are not getting patterns to suit you,
you will probably find that your pattern
maker is not using the

**Preston Power Cutting Grading
Machine.** Write us for the names of pattern
makers using this machine.

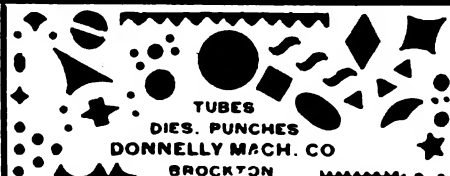
A. E. PRESTON, 280 DOVER STREET, BOSTON, MASS.



K. & S. DYE

Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

KENT & SMITH LYNN, MASS.



Cut Soles

Jobbers in Manufacturers Cut Soles

Sole Leather and Offal

43 N. MONTELLO ST. BROCKTON

GORDON & BERMAN

23 SOUTH STREET BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of SHOE ORNAMENTS

PATENT SPECIALTIES } "CLINCH-ADJUSTO"-BOW
"O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut Shoe Supplies of Every Description

National Shoe Findings Co.
LYNN, MASS.

J. E. KNOX

ACCEPT NO SUBSTITUTES

J. V. KNOX

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, . . . LYNN, MASS.

Novelty Edge Protectors

Save money in the packing room.
Make tip repairing easy.
Keep fair-stitching and edges clean
NOVELTY SELLING CO.
67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies **Brockton, Mass.**

Men's and Women's

TAPS

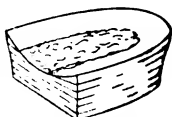
PURITAN COUNTER COMPANY
E. R. R. Ave., Brockton, Mass.

Surplus Shoes Dispose of returned or in stock footwear by advertising in Wholesale Bargains—*The Bargain Buyer's Magazine.*

1107 Flatiron Bldg. NEW YORK CITY

Heels and Heel MACHINERY

Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.
119 TRIBOU ST. BROCKTON, MASS

TOP LIFTS, SHANKS

Misses', Children's and Infants'
SOLES

Chapman Tap and Counter Co.
Haverhill, Mass.

Industrial Information.

Notes of New Factories, New Enterprises, New Firms,
and Changes in the Trade.

NEWTON, N. H.

Work on the CHARLES CLIFFORD (new) shoe factory is being pushed quite rapidly, and the machinery is being installed.

NEWBURYPORT, MASS.

BLAKE & KENNEY is the name of the firm to succeed to the business of Bresnahan & Kelleher. The new firm will manufacture all turned specialties in women's high-grade shoes. They occupy the first floor and basement of the building at the foot of Fair street, which has been used by Bresnahan & Kelleher. It is understood that the latter firm will engage in the shoe jobbing business. Mr. Kenney was formerly superintendent of the Burley & Stevens factory, and later a member of the firm of Kenney & Bradley of Haverhill, Mass.

TAUNTON, MASS.

W. E. Morris of Brockton, Mass., and Charles H. Rogers, who has been with Edgar Rogers of Raynham, Mass., for the past four years, have formed a partnership to manufacture shoes in this city. They have leased the building on Trescott street, formerly occupied by the Bennett Silver Co., and manufacture shoes there. Their start will be in a modest way, but it is expected that its growth will be rapid.

BOSTON, MASS.

Schedules in bankruptcy of Arthur W. Pope of Needham, Mass., and William M. Buffum of Newton, Mass., doing business as ARTHUR W. POPE & CO., dealers in shoe manufacturers' goods, have been filed. The liabilities are \$344,605, and no assets are listed.

LYNN, MASS.

McNICHOLS, CARR CO. is a new last manufacturing firm at 65 Willow street. T. T. McNichols and H. L. Carr are the members of the firm, and both have been in the last business for several years. They will manufacture a general line of lasts and will make a specialty of new styles in lasts for both men's and women's shoes.

ROCKLAND, MASS.

The new wing of the HURLEY SHOE CO. factory is now ready

for occupancy. The capacity of the enlarged plant will be 1800 pairs per day. They make a high grade of shoes, and it is expected that they will operate the factory at its full capacity the coming run.

JULIET, ILL.

It is rumored that the business of the BUCHANAN-LAWRENCE CO., manufacturers of lamb's wool soles and crocheted slippers, has been bought by BICKFORD & SWEET of Worcester, Mass., and WILLIAM H. WILEY & SONS CO., of Hartford, Conn. The latter concern manufacture overgaiters, leggings and lamb wool soles, while Bickford & Sweet are slipper manufacturers. It is expected that this business will be brought to Worcester and consolidated with the King street plant.

MADISON, WIS.

Articles of Incorporation have been filed by the HELLER LEATHER CO. for \$25,000. The incorporators are Louis B. Heller, Herman W. Heller and Joseph E. Vorel

NEWARK, N. J.

Henry J. Weller has completed plans for a one-story brick building to be built in connection with the leather plant of R. NATHAN on Frankfort street. The structure will cover an area of 45 by 80 feet.

BINGHAM, ME.

The plant of the AMERICAN SHOE FINDING COMPANY was burned last Monday night. The loss, estimated at \$100,000, was principally on the machinery, which was valued at \$75,000.

ROCHESTER, N. Y.

The first meeting of the creditors of the Venor Shoe Co. was held Nov. 26, and trustees were elected. The assets were shown to be about \$121,000, of which \$81,000 had been assigned, leaving net assets of about \$40,000. The debts are reported to be \$270,000.

ASHLAND, OHIO.

The MORR SHOE MFG. CO. of this place has been recently incorporated to engage in the manufacture of shoes. The capital stock is \$50,000, and the incorporator is given as G. M. Morr.

WINSLOW BROS. & SMITH CO.

SHEEPSKINS AND CABRETTAS

TANNERIES: NORWOOD and PEABODY, MASS.

BOSTON NEW YORK CHICAGO ST. LOUIS
66 Lincoln Street 12-14 Spruce Street 159 West Lake Street 14th and Locust Streets

THREADS

COTTON AND LINEN

"QUALITY LINGERS AFTER PRICE IS FORGOTTEN"

**BRANDS OF
COTTONS**

Lincoln
Beacon
Allston
Faneuil
Kan-ka
Ibex

**BRANDS OF
LINEN**

Premier
World
West End
Puritan
Boot
Carpet

H. E. LOCKE & CO.

Boston St. Louis Cincinnati Milwaukee Cleveland

Lockett Crimping Machine

Crimping Vamps of every description
by the Latest Improved Method.

In general use by the Leading
Shoe Manufacturers throughout
the world.

It means less trouble in the
lasting room.

Specially adapted for Crimping
High Toed Blucher Vamps
(Legge System).

Forms heated by Gas or Elec-
tricity.

LOCKETT CRIMPER

For further information address

Lockett Crimping Machine Co., Boston or Brockton
Massachusetts

From Our Western Correspondents.

ST. LOUIS NOTES.

L. G. Mauer, superintendent of the cutting department of the Hamilton-Brown Shoe Co.'s 21st street factories has promoted B. A. Garland to a foremanship, and put him in charge of the cutting room of the American Lady factory. Mr. Garland is an expert mechanic and one of the best judges of high-grade kid, calf and patent leather in the West, which makes him well qualified for the position tendered him.

—The representative of Gane Bros. & Co. of this city, who spent a month in the East during the summer and attended the London Shoe and Leather Fair in the interest of his firm, secured the agency for the new Hamilton-Brown Shoe both in the East and abroad. Among the most valuable is new patent revolving head treeing machines, having four legs instead of two. This firm intends to secure a complete line of such, which are an improvement over the royalty machines.

—Ground was broken recently for several non-royalty machines. Co.'s factory at Union, Mo. It is located near the Missouri, Pacific & Rock Island Railroads and will have ample switching facilities owning its own switch. The firm contemplates making a shipment every day to their wholesale house in St. Louis.

The contractors have given a bond as a guarantee that they will complete the building in the specified time and according to plans and specifications.

On March 1st the firm intends to begin cutting upper leather and the other departments begin making shoes as soon as work can be gotten to them. General Manager J. T. Johnston said the superintendent and foremen had not been selected from the many applicants.

—Clem Grot, foreman of the welt lasting room of the Black Diamond factory of the Peters Shoe Co., for many years, has resigned his position.

—The Hamilton-Brown Shoe Co. has purchased a tract of 24 acres

near Union, Mo., on which they intend to build a club house for their employes. The tract is a beautiful wooded land, lays along the Burboise River and is ideal for recreation purposes.

FORT DODGE SHOE NEWS.

—The Green-Wheeler Shoe Co. have installed a new machine in their office system, to keep track of cost of each department.

The Green-Wheeler Shoe Co. have added a new upper cutting machine, which makes three that the company have in operation.

—Mr. Oscar Leonard, of the Manufacturers' Supply Co. of St. Louis, was in town calling on the trade while here. He installed a new toe drier for the Green-Wheeler Shoe Co.

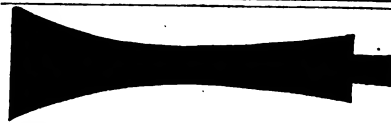
—John Hise, formerly foreman of the finishing department of the Green-Wheeler Shoe Co., has left the trade and taken a position with the Oat Meal Co. of Fort Dodge.

—A. S. Richardson, formerly foreman for the Belding Shoe Co., of Belding, Mich., is stitching room machinist for the Green-Wheeler Shoe Co.

—Mr. Smith, formerly shipping room foreman, has gone on the road for the Green-Wheeler Shoe Co.

—Charles Eslinger has taken the position as foreman of the shipping room for the Green-Wheeler Shoe Co., which was left vacant by Mr. Smith. Mr. Eslinger was shipping clerk under Mr. Smith.

—Mr. John Maloy, night watchman for the Green-Wheeler Shoe Co., is disposing of his 1913 crop of honey. Mr. Maloy took off about eight thousand pounds of honey this year from his yard.



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.

GEORGE W. INGALLS, Lynn, Mass.

Standard Button Fasteners



8 Cents Per 1000

We also manufacture Hand Button Fastener Machines, Heel Protectors, and other shoe findings.

Standard Shoe Machinery Co.

11 Shawmut Street

Providence, R. I.

THIS WEEK'S PERSONALS.

—J. B. Keany has accepted a position as superintendent of the sole leather plant of the E. G. & E. Wallace factory at Rochester, N. H.

—L. K. Kenney is now in charge of the treeing and packing room for Selz, Schwab & Co., Chicago.

—Frank Watson has accepted a position as assistant foreman of the stitching room at the Rice & Hutchins Main street factory in Marlboro, Mass. Previous to this time he had been for several years with the John H. Cross Co. of Lynn and Boston.

—Mr. P. M. Goff, who has been connected with the O. B. Shoe Co. of Drummondville, Quebec, as sales manager and traveler, has concluded his services with that company. Mr. Augusta Martineau will now have full charge of the Province of Quebec.

—Robert B. Wardwell, Jr., who for a number of years has been with Gale Bros., Inc., at Exeter, N. H., as the foreman of their packing and shipping rooms, has resigned his position and accepted a similar position with Charles S. Bates, Exeter, N. H.

—Mrs. Jennie Bennett, after 30 years of service in stitching rooms, has retired from work and removed to Somerville, Mass., where she will make her home with her daughter.

NEW LYNN SHOE FIRM

The Solid Shoe Co., Lynn, Mass., was recently incorporated with a capital of \$10,000, and the following officers: Simon B. Butler, president; Lyman A. Furbish, treasurer; Andrew D. Leighton, clerk, and Stephen Berko, John H. Littlefield, Stephen H. Meader and Alexander E. Ferguson, directors. The members of the firm are all practical shoemakers. They have taken space at 94 Brookline street, Lynn, and will make McKay shoes for boys and youths.

FROM THE PINE TREE STATE.

—The Eaton factory at Augusta, Me., is working to the limit to fill its orders. On the whole, business is a trifle dull, but there are quite a few plants which, like the Eaton factory, are plumb full.

—The Hawkes factory at Richmond, Me., has just completed taking stock, and has as yet hardly got under way again.

OPEN NEW SALESROOM.

Kistler, Lesh & Co. announce the opening of a new salesroom at 319-321 A street, Boston, on December 10. The company is extending a general invitation to members of the trade to be present at the formal opening of the new store on Monday, Dec. 15. A buffet lunch will be served from 11.30 to 1.30.

HOTEL CONTINENTAL

41st St. and B'way NEW YORK
300 ROOMS 300 BATHS
at \$1.50 - \$2.00 - \$2.50 and \$3.00
EACH WITH PRIVATE BATH

Five minutes walk to forty theatres.
Penn. and New York Central Stations.
Most convenient location in New York.

Well Equipped Reading and Writing Rooms

41st STREET and BROADWAY

The CAFE BOULEVARD

(Connected with above hotel)

Known to good lovers for almost twenty years. The dollar dinner of Hungarian Specialties, with wine has become famous.

A 60c. luncheon is a regular feature. The Cafe Boulevard also serves a 25c. and 50c. unexcelled Club Breakfast.

A la Carte Service at all times.

41st STREET and BROADWAY

Ashland Leather Co.

ASHLAND, KY.

Scoured Oak Sole Leather

**Rough Belting Butts,
Bends, and Shoulders,
Backs, Bellies
and Heads.**

**Tanned From Packer
Hides, In Vats With
Oak Bark.**

GENERAL SALES OFFICE

**180 No. Franklin Street
CHICAGO**

BRANCHES

Boston—St. Louis—Rochester—Los Angeles

NEWS FROM AUBURN, ME.

—The so-called "Thanksgiving recess," when used in connection with the shoe industry in Auburn, was honored this year, more in the breach than the observance. Too much business—so that the sometime Friday and Saturday extension to the feast day was missed by our little army of shoe workers. While every factory in the city is at work, full time, the manufacturers of canvas and fabric shoes are almost exceeding the speed limit.

—The Cushman-Hollis Co., and the Dingley-Foss Co., our largest specialists in these lines, are cutting 12,000 pairs daily. This is considered as capacity, or very nearly so, yet it is expected later on as the various parts get into perfect working harmony, to increase this tremendous daily output. Field Bros. & Gross, specializing on the "Titte Oke" leather line of welts, who are occupying two of the largest factories in the city, and reported to be the greatest manufacturers of welt shoes in New England, are also very busy.

—Wise & Cooper are having a nice run on their welt and McKay line of ladies' shoes in gun metal, kid, colored, calf leathers, and velvet and suede.

—The Ashe, Noyes & Small Co., should the weather continue mild, expect to complete the exterior of their new factory by Dec. 15.

—The Lunn & Sweet Shoe Co. are cutting about 3,000 pairs a day, old ladies' comfort shoes, mainly kid leather.

—Each succeeding sale shows increased demand for the "Foss,"

"Tiffany" and "Yale" lines of men's high-grade welts, being made and distributed by the Foss, Packard Co., pioneer shoemakers of the city, and at one time one of the largest. These later years, their energies have concentrated into an endeavor to build better shoes and to drop a long miscellaneous line of the lower grades.

—The "Revelation" and kindred lines are finding favor, and an increasing demand. The Howard, Briggs & Pray Co., the manufacturers, fully expect a record sale.

—Will Bickford, Washington street manufacturer of camp shoes, sporting boots and moccasins, has about doubled his little business during the year. He says, "I'm about swamped with holiday orders."

—News just reached us this morning, Dec. 2, of the burning of the American Shoe Finding plant at Bingham, Me. The loss was estimated at \$100,000. One of the largest industries of that little village, employing about 65 people, shoe shanks, shoe pegs and thread bobbins were their principal products. Three structures were destroyed of frame construction. They were a power house, two story mill and storage building.

Immense quantities of wooden shanks found a quick market in Auburn, at times beyond the capacity of this mill. Principal users of this shank tell us that in view of a certainty of a big sale this winter, they were heavily stocked, and hoped there would be no delay in filling orders on shoes with the wooden shank.

Manufactured by**SHAWMUT MACHINERY COMPANY**

62 LINCOLN ST.,

BOSTON, MASS.

KEENE (N. H.) HAPPENINGS.

—H. W. Lane, manager of the Monadnock Shoe Co., of this city, was among the fortunate ones to see the Yale-Harvard football game a fortnight ago.

—Supt. Frank Gale, of the Ashuelot Shoe Co. of this city, is certainly having a run of hard luck during 1913. Not yet able to return home from Marlboro, Mass., where he has been seriously ill, his house has been left to the care of a Keene man. This caretaker left his fire in the furnace in such shape last Wednesday morning that the water in the boiler became overheated, boiling up into the steam pipes in the different rooms of the house. The steam was forced through the valves in the radiator out into the rooms to such a degree as to take nearly all the finish off the wood work and did a good deal of damage. A passerby, mistaking the steam for smoke, pulled in a fire alarm, bringing the city fire department to the scene. Then the trouble was soon remedied. No estimate of the damage has yet been given out.

—The semi-annual inspection of the boilers at the Monadnock Shoe Co. plant in this city took place on Thanksgiving Day.

NEW HAMPSHIRE FACTORY TO BE SOLD.

The Pillsbury Shoe factory of Derry, N. H., located on West Broadway, is to be sold at public auction. The property has been divided into suitable lots, and that portion of the factory building located on each lot will be sold with the lot. This is a large factory with wings and extensions capable of accommodating a large force of operatives.

DEATH OF THOMAS W. HALL.

Thomas W. Hall, president of the American Hide and Leather Company, died at his home in New Canaan, Ct., Dec. 1., from heart disease. He was 68 years old.

Mr. Hall was born in Skaneateles, N. Y. He went to work for \$4 a month when he was eight years old. When a young man he went to the oil region of Pennsylvania and located in Oil City, where for several years he was a room-mate of Henry H. Rogers. In 1896, Mr. Hall entered the leather business, and when the American company was incorporated in 1899 became its president.

Mrs. Hall, three sons and two daughters survive him.

Counter

AND ·

Box Toe

Skiver

Is for automatically skiving counters and box toes.

It does the work in one operation.

W. J. YOUNG MACHINERY COMPANY
LYNN, MASS., U. S. A.

Manufacturers of the Most Complete Line of Counter and Heel Making Machinery

Represented by!

NOILLESCHÉ-WERKE CO., WEISSENFELS ON SAALE, GERMANY.

WRITE FOR ILLUSTRATED BOOKLET.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1/2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—An assistant foreman in fitting room department, in factory making men's fine welts. One who is capable of handling this position, and who can give both quality and quantity and able to take complete charge of this room in case the head foreman is absent. Address 3502-F, care of American Shoemaking.

WANTED—Foreman for the lining and trimming department of our cutting room. Preferably a young man with a similar experience. Lunn & Sweet Shoe Co., Auburn, Maine.

WANTED—Foreman of lasting, making and finishing in Western country factory on women's cheap McKays. Opportunity for right man to become superintendent. Give fullest particulars. Address 3202-C, care of American Shoemaking.

POSITIONS WANTED.

POSITION WANTED as foreman of lasting room on turns or welts. New England preferred. Would consider a position as finishing room foreman. Address 402, care of American Shoemaking.

POSITION WANTED by A-1 stitching room machinist. Thoroughly experienced; thoroughly competent; all machines. References. Address 1005, care of American Shoemaking.

POSITION WANTED as stitching room foreman on men's fine shoes, or would take charge of undertrimming and vamping in large factory. Address 1603, care of American Shoemaking.

COUNTER Manufacturer with 20 years' practical experience in making and selling counters, pasted and fibre counters, desires position as salesman or will take charge of counter factory. Address 1410, care of American Shoemaking.

POSITION WANTED—In charge of making or lasting room in large factory. Have had best of experience in New England factories making women's welts and McKays. Can operate and instruct operators on nearly all machines in making room. Address 1808, care of American Shoemaking.

POSITION WANTED as cutting room foreman and leather buyer by a man with a good insight in cost figuring, and who fully understands his business; sober and faithful worker. Can furnish good reference. Address 805, care of American Shoemaking.

POSITION WANTED as foreman of making room on turns and McKays, from stock fitting to packing room. A-1 reference. Address 606, care of American Shoemaking.

POSITION WANTED—Finishing room foreman desires position, 23 years' experience, and 12 years as foreman in this department. Good organizer and can teach green help. A-1 reference. Address 1004, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man; 17 years' experience; have thorough knowledge in all departments on welts, turns and McKays. Will give gilt-edge references from present firm I have been with 14 years. Go anywhere in United States, Canada, Mexico, Europe or South America. Address 605, care of American Shoemaking.

POSITION WANTED as superintendent, or charge of office, by young man with 17 years' experience in office and the practical departments of the factory. Has had extensive experience selling to jobbing trade. Address 1804, care of American Shoemaking.

POSITION WANTED—Stitching room foreman wants position. First-class man, having had long experience on men's, women's and boys' shoes. Can teach help and repair machines. At present employed, desires a change. Best references. Address 502- care of American Shoemaking.

POSITION WANTED as foreman of lasting room on welt work, all grades; thoroughly qualified and familiar with all machines and in teaching help, or would consider a position as inspector. Best of references. Address 206-, care of American Shoemaking.

SOLE LEATHER MAN DESIRES POSITION.

SOLE LEATHER MAN desires position. Has had long experience as foreman on men's and women's fine work. Expert on cutting, manipulating and stock fitting. Best of references. Address 1103, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED as foreman and packing room foreman, by young man with experience on high-grade women's shoes in leading New England factories. A-1 reference. Address 1103, care of American Shoemaking.

MISMATES AND DAMAGED SHOES WANTED—**RYAN SHOE CO., HANNIBAL, MO.**

—On December 10, Thomas F. Anderson will speak to the members of the Haverhill Board of Trade, Haverhill, Mass., on the subject of "Below the Equator—The Shoe Trade in South America, and How Haverhill May Grasp It." This topic will appeal particularly to the Haverhill manufacturers, as they are planning to go after the business in this country.

—P. Creedon & Company, Salem, Mass., recently sent a single shipment of 100 barrels of moulded counters to a customer in England. The firm makes 25,000 pairs of counters a day, and sends a large part of them abroad.

A Primer Of Scientific Management

by Frank B. Gilbreth
member of American So-
ciety of Mechanical En-
gineers. Introductory by
Louis D. Brandeis, Esq.

This book deals with
Time Studies, Motion
Studies, Prevention of
Soldiering, Rates of Com-
pensation and all points
of vital interest to every
man interested in de-
veloping efficiency in the
factory. - - -

Price Postpaid \$1.10

DEMING & ROGERS PUB. CO.

683 Atlantic Ave., Boston, Mass.

"A Manual of Shoemaking"

By W. H. Dooley

A book of industrial infor-
mation pertaining to shoe
manufacturing and tanning.

Explains in simple language
the various processes of shoe-
making, giving technical
names for the various parts
of the shoe and the processes
of production. An invaluable
book to beginners in shoe-
making.

Price \$1.50
and Postage

American Shoemaking

683 Atlantic Avenue - - Boston

KEEP THOSE EDGES CLEAN

Edge Protector

Absolutely prevents
soiling of stitches,
edge and bottom.

Tip repairers like
them because they
make the work easy.

Novelty Selling Co.

Room 67

683 Atlantic Avenue
Boston, Mass.

There is no substitute for

Mullen's Patent Leather Repairer

The ONLY reliable repairer for patent leather,
Always Dependable.

Why waste time and money and spoil
your shoes by trying other methods.

MULLEN BROTHERS BROCKTON, MASS.

Western Agents:.....Blelock Mfg. Co., 913 Locust Street, St. Louis, Mo.
Canadian Agents:.....Keiffer Brothers, 96 Prince Street, Montreal
German Agents:.....Wachbolts & Hertz, Hamburg
English Agents:.....Gimson & Company, Leicester, England

The "RED BOOK" DIRECTORIES

"American Shoemaking Directory"

A list of shoe manufacturers in the United States and Canada, giving location, kind of shoes made, capacity, and names of superintendent and buyer. 2 3-4x5 1-2. 200 pages.

"Shoe Factory Buyers' Guide"

A list of firms selling shoe factory supplies, classified according to the product. 3 1-4x6 1-4. 230 pages. Should be in the hands of every buyer in the Shoe Factory.

"Shoe Jobbers, Wholesale Finders, and Department Store List"

A Directory of these trades, classified according to location. 2 3-4x5 1-2.

"Buyers' Guide for Shoe Dealers"

A list of firms selling shoe factory supplies, classified findings dealers, classified according to the product. 200 pages, 3 1-4x6 1-4.

Buyers' Guide for Leather Manufacturers"

For Tanners, Curriers, Japanners, Chemists, Superintendents, Foremen, classified according to the product. 200 pages, 3 1-4x6 1-4.

"Buyers' Guide for Manufacturers of Fancy Leather Goods"

A list of firms selling this trade, also list of manufacturers of Fancy Leather Goods.

PRICE OF OUR DIRECTORIES, \$2.00 EACH BY MAIL POSTPAID.
Circulars and further particulars, free on request.

ROGERS & ATWOOD PUBLISHING CO.

683 Atlantic Avenue,

Boston, Mass.

RED LETTER LIST

OF SHOE FACTORY SUPPLY HOUSES

**We Can Supply Anything from a Tack
To a Full Factory Equipment.**

UNITED SHOE MACHINERY CO.
BOSTON, MASSACHUSETTS.

Novelty Edge Protector

PROTECT FANCY STITCHES

on your forepart edges
by using it.

Essential to perfect results
in tip repairing.

NOVELTY SELLING CO.

683 Atlantic Avenue,
Boston, Mass.

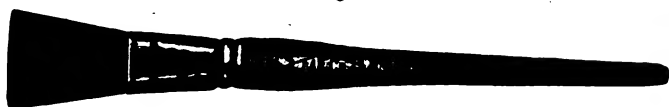
NEW TECHNICAL BOOKS

We are distributors of the following technical books on the Shoe, Leather, and allied trades. Send us your order

A Short History of American Shoemaking—Fred A. Gannon—\$1.00.
Arts of Tanning, Currying and Leather Dressing, The—C. Morât—\$10.00.
Boot and Shoe Patterns—C. B. Hatfield—\$2.50.
Boot and Shoe Castings—L. C. Hendley—\$1.00.
Boot and Shoe Pattern Cutting and Clicking—P. N. Hasluck, \$0.75.
Boot and Shoe Design and Manufacture—E. J. C. Swaysland.
Boot and Shoe Making—J. B. Leno—\$1.00.
Butt Tanning—W. N. Evans—\$2.00.
Footwear Advertising—Wm. Hornodi—
How to Find Manufacturing Costs and Selling Costs—Unckless, \$0.60.
Home Mechanics—G. M. Horkin—
Hides and Skins
Leather Work—C. G. Leland—\$2.00.
Leather Industries Laboratory Book—H. R. Procter—\$3.00.
Leather Worker's Manual—H. C. Standage—\$3.50.
Leather Manufacture—Stevens—\$5.00.
Leather Manufacture—A. Watt—\$4.00.
Leather Dressing—M. C. Lamb, F. C. S.
Leather Trades Chemistry—S. R. Trotman, M. A.—
Manufacture of Lubricants, Shoe Polishes and Leather Dressings, The—
Brunner—\$3.00.
Manufacture of Leather, The—C. T.—\$12.50.
Modern American Tanning—Vol. I, \$5.00; Vol. II, \$5.00.
Manufacture of Leather—Bennett—\$4.50.
Manufacture of Boots and Shoes—F. Y. Golding—\$3.00.
Manual of Shoemaking—Dooley—\$1.50.
New and Complete Treatise on The Arts of Tanning, Currying and Leather
Dressing—H. Duassaule—\$25.00.
New Industrial Day, The—Wm. C. Redfield—\$1.50.
Practical Tanning—Flemming—\$3.00.
Practical Treatise on The Leather Industry—A. M. Villon—\$10.00.
Primer of Scientific Management—F. B. Gilbreth—\$1.00.
Standard Pattern Cutting—O. J. Ward—\$1.25
Sewing Machines—P. N. Hasluck.
Soldier's Foot and The Military Shoe—Edw. L. Munson—\$1.50.
Shoe and Leather Lexicon—\$0.40.
Scientific American Reference Book—Hopkins and Bond.
Text-book of Tanning—H. R. Procter—\$4.00.
Technology of Boot and Shoe Manufacture, The—Creplidam, \$1.50
Tanners' and Chemists' Handbook—Louis E. Levi and Earl V. Manuel—\$5.00.

AMERICAN SHOEMAKING PUB. CO.,

212 Essex St., Boston, Mass.



Safco Shellac Brushes

These brushes, made in the "Safco" way with the best bristles, are found useful in many ways in a shoe factory. Supplied in the following sizes only:

Nos. 2, 4, 6, 8

Our "Safco" Catalogue is well worth your time to say "Send it." It will come right along.

United Shoe Machinery Company

Sales Department

BOSTON,

MASS.

...Demand...

BARBOUR'S

Trade Mark

...Linen Threads...

Manufactured by

**BARBOUR FLAX
SPINNING CO.**

Paterson, N. J.

**Established
1784**

THE LINEN THREAD CO.

96 Franklin St., N. Y.

Chicago—Philadelphia—Boston—Cincinnati—St. Louis
San Francisco — Rochester, N. Y. — Baltimore

USMC

WOOD-HEEL

A strong, malleable, metal screw-clamp, particularly adapted for clamping wood-heels. They have been used for years with the best of results.

Every factory making wood-heel shoes should be equipped with these clamps.

Packed one dozen in a box.

United Shoe Machinery Company

Sales Department

Boston, Massachusetts

Positive f

OF THE EFFICIENCY OF

Fortuna Skiving
Machines

will be given you—In your own
factory absolutely without cost.

Ask Us For a Ten Day Free Trial

This FREE test will settle
for all time the matter of
price difference between the
FORTUNA and its imitators.

We are Selling Agents for the United States
for the WELL-KNOWN

HF BRAND OF LINEN THREAD

Fortuna Machine Co.

127 DUANE STREET

NEW YORK CITY

BRANCHES

146 Summer Street, Boston

200 N. Third Street, St. Louis

YOUNG & Grain Counters

suit the most critical manufacturers. Always uniform in quality.

A trial will convince YOU it
PAYS to buy counters of us

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LYNN, MASSACHUSETTS.

THE Duplex Eyeletting Machine

IS THE BEST AND MOST POPULAR
MACHINE ON THE MARKET TODAY

1 2 3 7

MACHINES IN USE AT PRESENT TIME

The DUPLEX EYELETING MACHINE eyelets both sides of the upper at the same time. Perfect spacing and setting are assured by its use. Time and trouble saved.

In order to get to the front and keep there, it is best to use the Duplex Eyeletting Machines.

United Shoe Machinery Company

EYELETING DEPARTMENT

205 LINCOLN STREET

BOSTON.



Sticktite Sole Cement



THE CEMENT WITHOUT A KICK

We have made customers in each and every factory where a sample barrel has been tried.

WE POSITIVELY CLAIM

Sticktite Sole Cement

to be the strongest two coat sole laying cement on the market.
Make us prove this to you in your own factory.

The Price Will Please You.

ELLIS CEMENT COMPANY, Malden, Mass., U.S.A.

Philadelphia Agents: Cadwallader-Dougherty & Co., 113 North Third Street

Rapid Hand Method Folding Machine MODEL B

This machine reduces the cost of folding, improves the quality and maintains the original lines of patterns.

It folds Blucher and Button Oxfords all the way around after closing. The only machine that will meet all folding conditions satisfactorily, practically and economically without additional expense for dies or attachments. Constant duplicate orders testify to our claims. Installed on trial and sold outright on its merit.

For further particulars address to

P. R. GLASS CO.,

205 Lincoln Street, Boston, Mass.

"VICTOR" FLEXIBLE

(Trade Mark Reg. U. S. Pat. Off.)

"ANTISEPTIC" INNERSOLING

(Trade Mark Reg.)

Has actually convinced shoe manufacturers that it is as durable as the best of leather.

For all grades of McKay shoes, including the heaviest.

Send for sample of our

SPECIAL DOUBLING

which enables you to use up all your light leather insoles.

We make a specialty of single, double and three-ply Buckram and Canvases.

Write for Prices and Samples

FRANK W. WHITCHER COMPANY

MANUFACTURERS

BOSTON and CHICAGO, - U. S. A.



Thousands of Dollars of Shoes Returned with Cracked or Peeled Tips

—That's the experience of manufacturers who have tried new methods of patent leather repairing. These manufacturers are now insisting on getting the old reliable—

MULLEN REPAIRERS

for all their work.

DON'T GET CAUGHT with experiments but stick to Mullen's Repairers and they will never stick you.

MULLEN BROTHERS

Pioneer Manufacturers of Leather Repairers

BROCKTON, MASS.

Ross Edge Setter

Has no competitor.
Is the acknowledged

SUPERIOR OF ALL OTHERS.

Generally used by
the.....

Up-to-date Manufacturers

in this country and
Europe. Write for
prices and particulars.

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CINCINNATI, O.
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ST. LOUIS, MO.
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U. S. A.

***You Will Have a Profitable and
Successful Season
If You Use***

B & R RUBBER SOLES

The stock in B & R Rubber Soles and Heels is tough and firm, and yet it won't crack or break away—it simply can't—real rubber prevents that. It sews like leather.

Toughness gives service, that is satisfaction.

Complete variety of shapes and styles makes it possible to fit perfectly any kind of a shoe. It is not necessary to trim half the sole away or go up a size, thus spoiling the looks of the shoe.

This means both economy and appearance.

A range of grades for all grades of shoes.

REMEMBER THIS: We have the capacity to deliver when you need them in the rush season. Added equipment gives us a daily capacity of 18,000 pairs.

B & R Rubber Heels and Soles

Equal Profit and Success if put on your shoes. Profit, because of greatest service; Success, because they do what you expect of them, and more.

Send for one of our latest catalogues.

The B & R Rubber

NORTH BROOKFIELD, : : MASS.

ALPHA WOOD-HEEL NAILS

This is a sharp pointed, flat headed, small-wire nail especially designed for attaching wood heels, either by hand or by machine.

An easy straight driving nail due to the needle point.

Burying or driving through is eliminated by the flat head.

Splitting of the wood heels is reduced to a minimum by the small wire of this nail.

We stock the 6-8 size only (this being the length generally used), other lengths special and made to order.

Packed approximately 5 lbs. in a carton, 12 boxes in a case, when furnished from our Branches. If desired in 100 lb. kegs (bulk), shipped only *f. o. b. mill*.

United Shoe Machinery Co.

SALES DEPARTMENT

Boston,

Mass.

American Shoemaking

"THE RED BOOK"

AN ILLUSTRATED WEEKLY MAGAZINE OF
INDUSTRIAL LIFE AND THINGS PRACTICAL

American Shoemaking is an illustrated weekly magazine of industrial life and things practical in the world of shoemaking, dealing with its mechanics, methods, systems, its technical features and historical facts—a record of the doings in the field of operating shoemaking—a forum of opinion and discussion for shoe manufacturers, superintendents, foremen, students, and those interested in the shoemaker's art and his field of operations.

SUBSCRIPTION PRICE—\$2.00 a year, postpaid, in the United States, Canada, Mexico, Cuba, Hawaiian and Philippine Islands. To England and Australia, 12s. 6d. Germany, 13m., France, 16f., or the equivalent of these sums

to any country in the Postal Union. When subscribers have occasion to change their post office address they are requested to give old as well as new address. Single copies, 5 cents. American Shoemaking has subscribers in all the leading shoe centres of the world.

REMITTANCES should be made in New York or Boston Exchange, by money orders, express or registered letters. Foreign remittances should be made by International Postal Orders. Address all letters and make all orders payable to name of the publication, for which they are intended. Letters of a business or editorial nature should not be addressed to individuals but in the name of the paper for which they are intended.

AMERICAN SHOEMAKING PUBLISHING CO.

683 Atlantic Avenue, 212 Essex Street, BOSTON

RUPERT B. ROGERS, Manager

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Cor. Broad and Chestnut Sts., Philadelphia, Pa.

The Keith System

(PATENTED)

**—for sticking any sort
of tap or middle-sole**

**on any kind of leather, wet or dry,
Oak, Union, Hemlock, Chrome,
Paraffined or Viscolized.**



The Keith System

(PATENTED)

**has never as yet failed
to do the work in a sa-
tisfactory manner when
properly used.**

IRVING L. KEITH

Haverhill, Massachusetts, U. S. A.

A WEEKLY JOURNAL OF SHOE FACTORY INDUSTRIAL LIFE AND THINGS PRACTICAL

Published Every Saturday in the Essex Building, 683 Atlantic Ave., and 212 Essex
St., Boston, U. S. A. \$2.00 per Year, Foreign, \$3.00; Sample Copy 5 cents
Conducted by **RUPERT B. ROGERS.**

Entered at the Boston Postoffice as 2nd Class Mail Matter.

VOLUME XLIX.

DECEMBER 13, 1913

NUMBER 11

EXPORTING.

Our leather merchants and manufacturers of shoe products and supplies are neglecting an opportunity for export trade. Practically none of them are interested in sending out their goods on the same terms of credit that they extend to shoe manufacturers in their own country. They demand cash on bill of lading on all shipments.

We have in the past few months received several letters similar to the one which we quote herewith, written by entirely responsible houses, but which create no interest among our merchants because the terms of payment suggested are not cash.

Messrs. Rogers & Atwood,
Boston, Mass.

Dear Sirs:

We should consider it a favor if you could kindly get us into communication with one or two good leather manufacturers, who would be agreeable to let us have their sole agency for Egypt and the Near East, where we have been established for the last fifteen years.

We might mention that there is a large quantity of boots and other leather goods manufactured there, and we are in a position to do a first-class business.

It would be necessary to extend credit of 60 or 90 days, date

of arrival of goods, but we can assure you there would be no risk, as we only deal with first-class people.

Thanking you in anticipation,

We are, dear sir,

Yours faithfully,

Many of our merchants who express themselves fearful of competition from other nations maintain an inflexible attitude when the question of credit is considered and are, we believe, too prone to believe that the merchants of other countries are not quite as responsible as those of our own and, therefore, demand terms of settlement which they could not exact of their customers nearer home.

While this is a matter which every merchant must himself regulate, those taking this stand should hardly blame any loss of trade to their competitors in other lands who are willing to accept conditions that they themselves will not accept.

Speaking with an Australian shoe manufacturer this week, he informed us that English shoes were beating the American in the Australian market, mainly because our manufacturers do not take the trouble to cater to the taste and demands of the Australian people.

Business men in all civilized countries are on the average hon-

est and honorable, and because the merchant happens to speak another tongue or live at a considerable distance from our own shores, he should not be regarded as unworthy of credit on the same terms that it is extended to others.

The fact that there is such a great opportunity for the extension of business is, without doubt, the real reason why so little consideration is given to export business unless placed on the terms laid down by the seller. We can, however, hardly expect to extend our business as rapidly as if we were prepared to more nearly meet the ideas of buyers abroad, especially where merchants in competing countries are ready and eager to do so.

SHOE AND LEATHER FAIR.

The Seventh National Shoe and Leather Fair is announced to be held at Boston in Mechanics' Building, during the week of July 8 to 15, 1914, and will, like its predecessors, be conducted under the management of the Jacobson Publishing Company.

The success of previous exhibitions is the best indication of what may be expected of the coming fair, although we believe that the fair idea is a growing one and, at the coming exhibition, will be by far the most successful of any yet held.

With the hearty co-operation of the great shoe and leather industry, there is no reason why there should not be, in the United States, the biggest and best shoe and leather fair in the world. We hope and believe that all shoe and leather men will help to make the 1914 gathering a record breaker, both in number of exhibits, attendance and in the sale of merchandise consummated during the week. We believe that it is too often the case that the exhibitors measure the value of the week's effort by the number and value of sales made and do not give sufficient credit to the unusual opportunity to advertise their products and familiarize possible customers with the details of what they have to offer.

Primarily the objects of the fair are to exhibit goods rather than to consummate sales, but that it is entirely possible to accomplish both publicity and the taking of orders has been repeatedly demonstrated by the experience of exhibitors at previous fairs.

LEATHER MEN AGAINST FAKES.

The action of the Patent and Enameled Leather Manufacturers' Association in calling for the proper branding of leather to prevent deception is a step in the right direction.

It was proposed by the Association, at a recent meeting, to make it compulsory to place on all leather products marks designating the quality of the leather, to discriminate between genuine whole side leather and so-called "split leather" of greatly inferior grade.

The association even went so far as to advocate the enforcement of federal law prohibiting misrepresentation of imitations as genuine leather and prosecution of those found guilty.

American Shoemaking has long advocated the regulation of misrepresentation in the sale of both leather and shoes by national law if necessary. It is, however, a splendid tribute to the leather men that they are proposing to regulate this matter themselves and have gone on record in convention in favor of the proposed marking of their product to prevent deception.

This step ought to make it easier for shoe manufacturers to take similar action and see that the improper branding of shoes for the purpose of deception is stopped. It is far better for the Association of Shoe Manufacturers to take such action than for the matter to be regulated by national law. The proper regulation of the matter by manufacturers themselves will, without doubt, prevent radical legislation on the subject which might be undesirable in its provisions.

(Continued From Last Issue.)

Manufacturing Expense.

Manufacturing expense includes belting, oil, buckets, brooms and things of like nature. These have to be taken in bulk at the end of the year and divided up pro rata, unless they are estimated from the records of the previous year, which can be done satisfactorily if enough margin is allowed for increased factory operation, etc. All cost accounting systems are similar, no matter what the product is or how simple or complex its manufacture. The only difference is in the application of its principles, or we might say the absence of application, since it is sorely neglected in some factories.

It is a good thing to know what the average cost of a product is, but the average cost is by no means accurate. There are certain shoes in a factory that are made at a fairly good profit, while others are figured close and the profits of the factory depend upon the ones that are manufactured with the greatest profit. If the average should be calculated upon by the number of pairs while the shoes that were figured close were being made, the average would not be correct.

A serious mistake is made in devising a cost accounting system that estimates on averages. Each sample number should be taken individually. It is a good thing to know what the average is. Every firm should know this, but it is by no means accurate.

Some cost accounting systems require keeping a weekly report of labor cost, and at the end of the week these costs are divided by the number of pairs of shoes, and so the cost of production is calculated. This is wrong. The only true way is to figure shoes individually, adding the general expense and room expense to each individual shoe as it passes through the room. That is, figure the cost of production, adding the cost of labor, findings and general expense on each case as it passes each machine.

The cost of production gives wide range for discussion. To take it up in each of its branches and factors of each branch and show their relation to each other would make a volume in itself, but the writer has neither time nor taste to burden the readers of this journal with anything except brief, concrete facts that can easily be adapted to their present needs, and, therefore, will not

worry them with a long discussion under the heading of "Barden, Productive and Non-Productive Labor, etc."

In this series of articles, the duties of executives and the workings of the office have been fully explained, and the dissecting and classification of Productive, Non-Productive Labor, Burden, Upkeep, Manufacturing Expense, Overhead Charge (light and power) and General Expense will be left to the bookkeeper and superintendent for classification, whom the writer presumes will be competent and able if they use for a guide the methods and systems that have been fully explained in the previous articles and the ones that are to follow.

Some factories figure the cost of production on the percentage basis, claiming that a \$1.50 shoe should not be made to bear the same manufacturing expense as a \$3.00 shoe. The firm that calculates shoes from a percentage basis is by no means getting at the exact cost. Whether a shoe costing \$1.50 should bear the burden of a shoe that is costing \$3.00, depends upon the system in which the shoe is carried through the factory. It is easy enough to divide this burden and place it where it belongs by taking each sample number and figuring it separately on a cost sheet.

Another thing that is radically wrong is to base the cost figures on a given output, for that is nothing more or less than guessing and taking a chance, that is by no means accurate.

(To be Continued.)

AN IDEA WORTH CONSIDERATION.

A big New Hampshire factory is making a big saving on the cost of its round belting, and at the same time, is getting greater efficiency in the fitting room and saving on the labor of its belt fixers.

The machinist at this factory, who is also the engineer, went into the leather market and bought quite a large quantity of chrome-tanned leather in rem-

nants and strips. This was then cut into small strips as wide as the diameter of the round belt used, thus giving a small square belt instead of a round one.

This square belt draws into the groove in the pulley harder than a round strip will do, and offers considerable more friction and pull.

The belt cost was by this method divided by eight—that is, one cent bought as much belting as eight cents buys of the belt maker.

But this is not all of the story;—the length of the principal belts in the fitting room was ascertained and many strips were cut just the right length. Holes were punched in each end of these belt strips, and a hook set in one end. Then an extra belt was hung up near each machine.

When a belt hook broke, the man simply put on the new belt and hung up the broken one.

About twice a day a man went around and mended all these belts or put in new hooks, and, by this simple method, saved the wages of one belt fixer in this big room.

TEMPERING MCKAY INSOLES.

Experience on the part of the best operators has shown that the McKay insole must never be wet and even the counter that is too wet will show poor results in the lasting and heeling operation. Wet insoles result in a lacking of uniformity in McKay sewing. A great many superintendents understand the unsatisfactory workings of wet McKay insoles, but while they refrain from wetting the insoles, they soak the outer soles so that when the two are put together the insoles absorb the moisture and poor results are again obtained.

The general run of insoles today used in McKay work are of an inferior grade and they must be protected from wetting and from contact with water in wear. To accomplish this, toe felt fillers are used quite frequently by manufacturers of McKay shoes. These not only stick to the sole, but they act as a water repellant.

Unit System of Lasting.

American Shoemaking First to Describe this Method.

Where five men are working in a team, it is absolutely true that no more work can be gotten through that team than the slowest man can do.

In other words, the output of a five-handed team depends week in and week out, throughout the year, upon the slow man.

Some years ago, a reporter of the Red Book visited a large factory in the West, and wrote up a description of their lasting room lay-out. This was the first unit system of its particular kind ever originated in the United States, and was certainly the first description ever offered to shoe factory readers. As usual, the Red Book was some years ahead of the game. Within a year, however, many shoe manufacturers have been copying from this article, as originally published, until today several of the most advanced in New England have arranged their machinery and labor in the lasting room according to the unit system mentioned. Our reporter has had numberless inquiries in the past few months, as to the merits of this system in the factory where it was first adopted, and has had the opportunity of studying its advantages in factories which have recently put it into practice, and we can truthfully say that there are many advantages to be derived from this kind of a lay-out.

Where five men are working in a team, it is absolutely true that no more work can be gotten through that team than the slowest man can do. In other words, the output of a five-handed team depends week in and week out throughout the year, upon the slow man, the sick man, or the drunk, in the team.

Now knowing human nature, as all you foremen do, you will realize that when one of your operatives comes in some morning with a big head, a bad cold, or a grouch, and feels like talking or lying down more than he feels like working, that he is holding

back not only the output of his own machine, but that of all three machines in the team, and that of five men as well. If, however, your assemblers, each one of them assembles a case and puts it on a rack before the puller-over starts to pull the case, if one of these assemblers is sick, the others can work a little harder to keep the work up, or a new assembler can be put on at short notice and the regular flow of work maintained. If each pulling over machine operator takes a case of work upon a rack and operates it before the nigger-head operator begins to last the case, he is holding no one back, if he is sick. In this case as in the other, the other operators, all of whom work by the piece, and all of whom are anxious to earn all they can, will naturally absorb any surplus which the indisposal of one creates. The same is true regarding lasting machine operators. And in case that any one of these parts does get behind, an extra operator can be put on for a short time to catch the work up.

Where ordinary box toe gum is used, assemblers should not assemble ahead more than can be lasted out in a short time, since the boxes are liable to get too dry if they set too long before being lasted. Some manufacturers are now using a gum which enables them to overcome this difficulty, as the shoes can be carried over night and the toes softened by steaming in the morning..

If our readers will take the pains to look up the back issues of the American Shoemaking, and turn back to the article as originally written, they will find that

in this factory, presided over by a remarkably brainy man, there was another saving described, which was almost as great as the saving effected by the introduction of the unit system, and that was the saving effected in the box toe gum by their method of using it. While probably many manufacturers in New England could not adopt this system of gumming box toe pieces, simply because we are in the habit here of stitching our box toes into the upper, yet the Western gentleman's system was productive of so much saving and made so superior a box that it may be worth while to read the article over again at the expense of some time in looking it up.

LIMITED NUMBER OF STYLES FOR WOMEN'S FOOTWEAR PROPOSED.

Boot and shoe manufacturers of Cincinnati and other shoe centers, are expressing much interest in a movement among leading shoe manufacturers of the country to limit the seasonal output of many new and striking novelties and styles. This in effect is, or means, a standardization of shoe styles. The object of this movement is to cut down the expense of shoe manufacturers in the designing of styles and in addition of new lasts each season. These new lasts and styles have the effect upon the shoe trade of creating an uncertainty as to what particular style of shoe will sell each season. The shoe merchant is naturally in a quandary from season to season as to what style of shoe in women's footwear would sell or, putting it the other way, what style of shoe the women will demand.

The method of putting this movement into operation will call for a committee representing the various manufacturers, and this committee will decide upon the number and character of the styles in women's footwear that will be placed in the sample lines of the manufacturers who support the movement and which will be made and sold to the trade for the season that the selection is

made for by the Styles Committee.

Country Was Canvassed.

This effort to standardize styles of footwear originated in New York City during last August. Individuals interested in the shoe trade made a special trip, occupying four weeks, studying the trend of styles throughout the country and seeking to learn also what grades and types of footwear are selling during the winter season. The trip included 24 important retail shoe selling centres as far West at Denver and as far South as New Orleans and as far North as Detroit, including St. Louis, Kansas City, St. Joseph, Denver, Omaha, Minneapolis, St. Paul, Milwaukee, Chicago, Memphis, Little Rock, Dallas, New Orleans, Birmingham, Atlanta, Louisville, Cincinnati, Columbus, Cleveland, Toledo, Detroit, Buffalo, Pittsburgh and Harrisburg.

This committee also sought to obtain in a concrete form information as to the demand and styles as seen by prominent retailers for the spring season. Representative shoe merchants in the cities mentioned above were called upon and liberal time taken for going over the situation.

It is interesting to note that this movement is a renewal of a like effort of the National Boot and Shoe Manufacturers' Association when it held its meeting in New York City three of four years ago. The movement at that time fell through due to the feeling on the part of shoe manufacturers, many of whom were members of the National Association, that the success of the shoe manufacturing industry today depends upon the number and large variety of styles brought forth each season by the shoe manufacturers.

Movement Not Popular.

William S. McKenzie, president and general manager of the Helming-McKenzie Shoe Manufacturing Company, was asked for an opinion on this proposal of shoe manufacturers for a standardization of shoe styles. He said: "The better class of merchants

do not welcome a standardization of styles. Since style has become such an important factor in women's footwear, it behooves the live shoe merchant to get more individuality into his shoes and show more original effects in footwear than his competitors, which he could not do if a few well-defined styles were adopted.

"You cannot set the style for the people. Women have ideas entirely of their own, and if the manufacturers and retailers did get together and outline certain styles the chances are the dealers would find themselves with a stock of mighty good shoes, while their customers would be demanding something entirely different. The type of dresses, together with the general trend of fashion, entirely regulate shoe styles, and the live merchant who is onto his job, studies these things and has his shoes built to conform with prevailing conditions.

Local Preferences Differ.

"Another big factor is that styles vary in different sections of the country. That class of footwear which sells in one state may not sell in another. Therefore, it is up to the manufacturer to make every style or type of footwear that is desirable or demanded by shoe styles in each section.

"The shoe merchant naturally selects those styles most suitable for his locality. The live shoe manufacturer naturally caters to the demands of his customers and wishes to sell them what they want. Of one thing you can be sure, and that is that better grades of shoes are selling this season than last, and this tendency will continue from season to season.

"All these conditions the active, growing shoe manufacturer not only wants to meet, but must meet if he is to stay in the game. I am quite sure that it will be the consensus of opinion among the shoe manufacturers that a standardization of styles of footwear, will not in practice work to the benefit of the business today."

CUTTING AT LYNN.

Some of the Conditions Cutters Are Trying to Change.

There are about 1500 shoe cutters in Lynn, Mass. Practically all of them work on a piece price basis. Nearly all of them cut by hand. The use of clicking machines in Lynn cutting rooms is limited. Patterns of shoes change so often that manufacturers must stick to the comparatively inexpensive paper patterns. They could not afford to make frequent changes in the expensive cutting dies. If shoe styles are ever standardized, and manufacturers run on the same style season after season, the use of clicking machines and cutting dies will be rapidly increased in Lynn, and many hand cutters will be displaced. But the hand cutters are not presently worried by such a possibility. In men's shoes, styles may be standardized. But the prospect in the women's trade is for a further multiplication of shoe styles, and an increase in the number of patterns.

Patterns in Lynn are fitted very accurately to the lasts, and several pairs of shoes are made up, and the fit of the patterns is tested. The pattern maker supervises the tests. So there's mighty little chance for the cutter, or the lasters either, to complain that the patterns are wrong.

Leather for cutters is now bought by Lynn manufacturers mostly in small quantities. Leather salesmen visit the factories once or twice a week, and book orders for delivery of leather weekly. Occasionally, large lots of leather are contracted for. But the bulk of the business is on small orders, frequently repeated. The leather is sorted by the leather buyer, or by the foreman of the cutting room. It is graded according to the needs of the firm. Then it is laid out according to the tags. The tags show just how many feet of leather each order calls for. After the lots of leather are made up, they are sent among the cutters. Then comes the test of the cutter's skill. If he promptly gets out the number of pairs of shoes from his lot of leather that the tags call for, well and good. If

he doesn't, the foreman promptly investigates. If the cutter appears to be cutting below the mark, the foreman is apt to lay him off. To a lay-off, the cutters object most vigorously. In fact, the cutters of Lynn are now making plans to challenge the right of a foreman to lay off a cutter for cutting below the mark. They insist that the cutter has a right to a hearing. He may not be to blame. The stock is apt to run poor, especially in these days when leather is bought at the lowest price, and is very closely sorted, and the tannages and the finishes are often changing.

One of the most important changes in the leather supply of Lynn cutting rooms is the use of new kinds of leather, such as substitutes for calf, and also the use of fabrics. The cutters complain that the substitutes are "stuffed," and that it is difficult to cut them. Consequently, they purpose to ask for an increase in wages. The cutters also demand that fabrics be given out evenly among the cutters, not to the favorites.

The cutters in Lynn are pretty strongly organized, and they have several times demonstrated their power. They forced the eight-hour day in the cutting rooms. They also compelled manufacturers to keep on all the cutters as long as there were any shoes to be cut, and that put an end to the old practice of laying off the poorer cutters and keeping on the best ones.

The rising prices of leather, the increase in labor costs, and the necessity of very careful cutting, combined with the demand for many new styles in shoes, makes the cutting room problem among the most serious in the Lynn shoe manufacturing industry.

A TURN WELT SHOE.

American Shoemaking:—

I have read several articles in your journal on turn shoes. The writer calls attention to the fact that the turn shoe is the only flexible shoe on the market, and the reason that they are not worn more by women on the street is that pebbles hurt the feet, owing to the sole being too light. I wish to say that there

is a turn welt shoe that can be repaired, that is to say, when the soles are worn through another sole can be tapped on by sewing or nailing the same as a welt or McKay shoe can be repaired as desired. This turn welt shoe process is patented, and I understand is for sale.

If I am rightly informed, a gentleman by the name of A. Beards, 887 St. John Pl., Brooklyn, N. Y., is agent for the sale of the patent. The construction of the shoe is just the thing for children's, misses' and women's shoes. Manufacturers of turn shoes would do well to investigate the matter, as the turn shoe is more in demand than ever and will be more in the future, owing to the shoes being flexible and easy on the feet. The writer has seen shoes that have been now made by this process, also several shoes that have been repaired and have stood the test very well.

Yours, OBSERVER.

LASTING ELIMINATED.

When the effort is made to manufacture shoes for men and women without pulling on the edge of the upper, a great mistake is made. It is not sufficient that the upper be simply set on the last, as shoes thus made, quickly lose their shape when worn, even though they may have all the appearance of perfect lasting when they are first made.

If shoes were made only to look at, all would be well, but shoes which must be worn in hard service and still hold their shape should have the stretch taken out of the leather in the lasting operation.

A BLEACH THAT CAN BE POLISHED.

A new bleach for hemlock, oak or Union leather, which not only bleaches the leather, making it in pure white or imitation of oak, but can also be polished, is a new product in use in some Brockton (Mass.) factories. The preparation is applied cold and the polish is secured by the application of ordinary polishing wax and friction with a power brush.

An Efficiency Lesson.

Extract From General Crozier's Report Showing How the Taylor System Works at Watertown (Mass.) Arsenal.

There has been introduced a system of rewarding the foremen by premiums which increase with the proportion of their subordinates who are working upon premium jobs.

The foremen are stimulated to assign as many men as possible to jobs on which they can increase their pay in this way.

(Continued From Last Issue.)

Typical Premiums Earned.

"The commanding officer of the Watertown Arsenal makes a report each month of the premiums earned by the employes of that establishment. The report for May, 1913, shows that the premiums earned in that month ranged from practically nothing to \$31.02, which was made by a man whose day rate was \$3.52, whose total day rate pay was \$95.04, and whose premium therefore increased his pay by 35.38 per cent. It is the object of the management to have as many men as possible working under the premium system, and effort is made to enable each workman to increase his premiums to the fullest extent. There has been introduced a system of rewarding the foremen, by premiums which increase with the proportion of their subordinates who are working upon premium jobs and with the amount of premiums which they earn. So that the foremen are stimulated to assign as many men as possible to jobs on which they can increase their pay in this way, and to help each one of them to the greatest possible increase. On account of the limited number of time-study men, and on account of the nature of the work, it is not possible to give all of the men premium jobs. The report for May shows that, in the foundry, during that month, thirteen molders out of thirteen had such jobs; in the machine shop, 130 machinists out of 166, and twenty-six machinists' helpers out of seventy; among the laborers, twenty-two out of

forty-five have such jobs; and in the carpenter shop, five carpenters out of fourteen worked on premium jobs. The percentage in extra compensation earned by the men on premium jobs, while so working, on an average, was, in the foundry, 25.24 per cent; in the machine shop, 24.69 per cent by machinists and by machinists' helpers, 28.97 per cent; by laborers, 24.06 per cent; by teamsters, 26.35 per cent; by blacksmiths, 39.39 per cent; by blacksmiths' helpers, 39.39 per cent; and by carpenters, 61.6 per cent. In the foundry 66.95 per cent of the entire working time of the whole number of employes of the class who worked on premium jobs at all was spent on that class of jobs. For the machine shop these figures were 45.65 per cent; for the machinists' helpers, 12.83 per cent; for the laborers, 12.71 per cent; for the teamsters, 26.35 per cent; for the blacksmiths and blacksmiths' helpers, 8.81 per cent; and for the carpenters, 5.38 per cent. It will be seen that there is still much room for including more employes in the number earning premiums, and constant efforts are being made in this direction. The average premium in the month of May, of all the men earning premiums, was \$8.96, which was earned by 210 men out of about 600.

"The extracts from my annual reports show that great economy of manufacture, as well as benefit to the workmen, arises from the employment of both general parts of the 'Taylor System.' It has been estimated, from analysis of

a large number of jobs, that the increase of output, due to time-study and premium payment, in a given time, is about 200 per cent. The analysis was of thirty-nine different jobs, of which records were on hand of the time required to do them, both on the day-rate and on the premium system. In four of the cases the jobs, under the two systems, had been done by the same men, and the records showed that the time required by these men, under day work, ranged from one and a half to three and a half times the time in which they did the same jobs under the premium system, with an average of 2.78 times.

No Serious Danger of Over-Exertion.

"Perhaps something can be said on both sides of the question of stimulation by high rewards. There are in all walks of life men who wear themselves out in their efforts at great accomplishment, and there are more such in a new country where the rewards are greater than in old countries where the more settled conditions impose narrower limitations upon what may be accomplished by strenuous and intelligent effort. It is not easy to set a point at which stimulation by high reward should cease. The 'Taylor System' does not attempt to settle the question. But, with the limitation of hours of labor in the Government service, it does not seem to be likely that workmen will be stimulated to efforts injurious to their health by rewards so great that they can not refrain from over-exerting themselves in order to secure them.

"The question remains to be answered how the process at the Watertown Arsenal differs in kind from the class known as 'Speeding-Up,' or 'Sweat Shop,' or 'Slave-Driving' processes, so-called, I take it that the essential difference lies in the character of the stimulation which is applied to increase the output. In the reprehensible methods the output of a very rapid workman is taken as the standard, and the rate set is such that this output must be

reached in order to make ordinary wages. The task and the compensation are so fixed that, unless the employe puts himself under a great strain all the time, he is either discharged or fails to earn a living wage. In other words, the highest possible output is demanded for what is, at best, no more than the current rate of wages. The 'Taylor System,' on the contrary, demands the ordinary output only at the current rate of wages, and, as practiced at the Watertown Arsenal, neither affects nor threatens any reduction of the wages in vogue before the introduction of the system. The increased output is accompanied by an increase, and a very substantial increase, in the pay. And no rate is set which requires heart-breaking exertion, or exertion of a character which is not agreeable, in order to increase the wage theretofore received. The management spends a great deal of money and a great deal of effort in finding out the best way to do a piece of work. It then offers the workmen an inducement to meet this by giving them the benefit of the time and money spent, in the way of information as to the best way to proceed, in order to enable them to make higher earnings. No discharges have taken place at the Watertown Arsenal because of failure to accomplish work in the time set; and no reduction of pay of any class of the employes has been put into effect since the introduction of the 'Taylor System.' "

MERCHANDISING OF LEATHER AND SUPPLIES.

There never was a time when the merchandising of leather and supplies was as important as it is today. Shoe manufacturers have become more and more merchants. Their factory systems have become standardized to a large extent, the same machines and the same methods being used in many shops. So they have more time to give to the buying and the selling of goods. In fact, the success of a good many shoe

firms is dependent today, not upon their factory systems, but upon their skill in buying leather and supplies and their ability to sell their manufactured product.

In the leather, shoe stock, last and pattern and supplies trade, the importance of merchandising has similarly increased. The manufacturers of these goods, to be successful, must not only make their goods right, but they must sell them right. They must provide them to the shoe manufacturers when they want them, and in the way they want them, and at prices mutually satisfactory. Even the best of white buck leather is a drug on the market after the season for white buck leather is over, a high toe last is as firewood to the shoe manufacturer who is making recede toe shoes, and the finest barrel of blacking that ever was made is of no value to the shoe manufacturer who has made and shipped his shoes.

It is the task of the merchandising man to learn what the shoe manufacturer will want, and to anticipate his demands. He must visit them, usually as a salesman, and get information of the styles they are to make, and of the supplies they will want. Furthermore, he must provide these supplies at prices mutually satisfactory, meeting the limit of the buyer, and at the same time getting a sufficiently high price to secure a profit for the manufacturer.

The merchandising of leather, lasts and patterns and supplies for the shoe trade has become especially important in these days of many changes in styles and prices. The firms that have given the most attention to the merchandising of their product have, generally speaking, got the best returns from their business.

WHEN IS A TIP STRAIGHT?

This is a simple question that brings forth a great variety of answers. Very few shoemakers have an exact idea of what constitutes a straight tip. The writer lasted a shoe with the tip seam set at an angle to correspond with the swing of the last from

the ball to the toe. The shoe was approved by the shoe manufacturer as a well lasted shoe with a perfectly straight tip and was shown to the other lasters in the factories as an example to follow. But the lasters could not see a straight tip as set on that shoe; the foreman himself kept repeating that he preferred a "straight tip"—"That is exactly what is a straight tip," said the manufacturer. They all looked puzzled as they examined this shoe, and all kept to the old idea that a straight tip is one lasted to a line drawn from one side of the last to the other without regard to the swing of the last.

A good rule to follow is the one that takes in consideration the swing of the last at the forepart—namely, from ball to ball. It is surprising to see so many fine shoes with crooked tips when the above rule is considered. A tip is straight when set to correspond with the swing of the last.

REVOLVING TABLES FOR HANDLING SHOES.

Two kinds of revolving tables are seen in shoe shops. One revolves over and over, like a cart wheel. The other turns in a horizontal circle, like a wheel of fortune.

The first kind of a table has six or more shelves, which are attached to it by swivels, just as the baskets were attached to the Ferris wheel. If the table has six shelves, then each one-sixth of a revolution of the table brings to the operator a new shelf. Hence an operator may have six shelves of shoes right ready for immediate use, without leaving his seat.

A familiar illustration of the second style revolving table may be seen in the Miller treeing machine, whose six arms turn round and round, and with each turn present a new piece of work to the operator.

In one large factory, which the writer recently visited, both styles of these tables are used. Apparently, they save workers a great deal of time.

THE "GEM" INSOLE. A Criticism.

Editor American Shoemaking,
Boston, Mass.

Dear Sir:

In your issue of October 25th, on Page 178, appeared an unsigned article entitled "Making Gem Insoles," which purported to give a brief history of the evolution of the Gem insole through all the different methods of manufacture that have been brought out since the Gem insole was introduced. The article starts off in the first three paragraphs by making a general argument for the excellence of the Gem insole, with which we have no quarrel.

In paragraph four, it is stated that it became evident that a cloth coated with a rubber compound would give better results than the application of the rubber cement to both insole and canvas, but that it was found that the rubber coated cloth had to be soaked in hot water to gem properly; and in the next paragraph it was stated that the soaking of the cloth in hot water interfered with the sticking of the canvas. Then the article went on to describe four methods of making the gem insole. First, the old cement process, accompanied with slowness, waste and danger, and said to have been abandoned by nearly all manufacturers. Second, in the language of the article, "the so-called Dry Method. In this a coated piece of cloth is run over dry heat, which renders it sticky. The harshness of the cloth, due to the perfectly dry heat, renders this method very slow and impractical. In order to successfully make a gem, the cloth must have a degree of flexibility, particularly in the bending around the sharp angles of the lip. So much difficulty arose here that progressive manufacturers were compelled to abandon the Dry Method."

The article then goes on to describe, as the third method, the "Wet Method," where the coated canvas is soaked in hot water, condemning it because the coating may fail to stick, or that the canvas may be too wet. Next, the marvelous invention of the age is announced as the fourth, and alleged only successful method, called the Dry Vapor Method, in which the coated side of the canvas is said to be subjected to the action of "dry steam vapor." Now, if dryness is a desirable feature, what is the matter with the "Dry Method," which the article condemned, and if dryness is desirable, why talk about "dry steam vapor"? Is steam dry? The article then says "The dry canvas is then gemmed." How inconsistent this statement is with the other statement that dry canvas is impracticable and has been abandoned. In the two closing paragraphs the name of the concern is given, together

with the statement that they can save ten per cent over any other method. The article appears to have been written from start to finish for the purpose of promoting the sale of the products of the company named in the article, and condemning all other methods.

As we are engaged in furnishing coated gem canvas and machines for handling the same, to shoe manufacturers, and as our process is generally known as the Dry Method, and was undoubtedly the one referred to in the article and condemned, we must naturally take exceptions to the appearance of such an article.

With reference to the statement that "progressive manufacturers were compelled to abandon the Dry Method," we would say that this statement would be very interesting if true, but it is not true. We have on our books, as satisfied customers, many of the largest and considered among the most progressive shoe manufacturers in the United States. Many of them were former users of the so-called Dry Vapor process, and, so far as we know and believe, they have no idea of returning to the discarded method, which, by the way, is not new.

We believe that one of the principal reasons why we have been able to secure and hold so many customers for our goods is because our canvas is noted for strong adhesive qualities. The coating we use is especially designed to be not only extremely adhesive, but extremely flexible under heat. We again call attention to the fact that, in the article referred to, it is intimated that there is more or less trouble in making wet coated canvas stick. Possibly the trouble may be equally as much in the adhesive coating as in the wetting. At all events, our customers are not experiencing such troubles. We aim to furnish a better quality of coated gem canvas, both in the fabric and in the adhesive coating. We are obliged to ask more per yard because of the quality of the goods, but our customers seem to be satisfied to pay for the quality and thus insure themselves against some of the troubles that they have formerly experienced.

Among the concerns using our goods are the W. H. McElwain Shoe Co., International Shoe Co., Hamilton-Brown Shoe Co., Endicott-Johnson Co., Brown Shoe Co., and many other shoe manufacturing concerns throughout the country. The article we criticize would have its readers believe that all such concerns have been "compelled to abandon the Dry Method." The purpose of the article probably is too transparent to be effective in any degree. Those concerns using our goods are not likely to be influenced by prejudiced statements in the reading

columns, but still we feel obliged to enter our protest against the publication of such a partisan article, especially when the statements therein contained have practically no foundation in fact, and we trust that you will give this letter the same degree of publicity that you gave to the article that made a direct attack upon our goods and our business, and that stated in direct language that our customers have been compelled to abandon our methods.

Yours respectfully,
WALPOLE SHOE SUPPLY CO.
B. F. Chamberlain,
Vice-Pres. and Mgr.

NATIONAL CONVENTION TO BE HELD IN NEW YORK.

To the members of the National Boot and Shoe Manufacturers' Association.

You will please take notice that the annual convention of our association will be held at the Hotel Astor, New York City, Wednesday, January 14th, 1914; 10 a. m.

This convention will mark the beginning of a new epoch in the shoe manufacturing industry, and our meeting cannot but be helpful in interchange of experience and thoughts, as bearing upon free trade in shoes.

I, therefore, hope for a large attendance at this convention, and trust that every member will make a special effort to be present or represented thereat.

Joint Conference Meeting

The Joint Conference Committees of the National Shoe Retailers' Association and our own, will convene at the Hotel Astor, Monday, January 12th, at 10 a. m. I have no doubt that all members will be welcome, although not members of the committee.

Executive Committee

The executive committee of our association will meet at the Hotel Astor, Tuesday, January 13th, at 10 a. m.

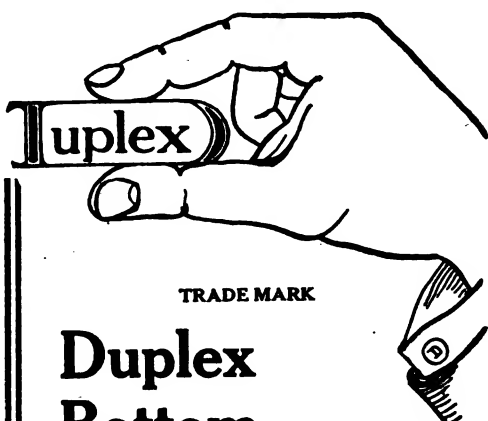
Topics.

We would greatly appreciate the suggestions of topics members believe should be considered and acted upon by our convention. In order that they may be put into form, communicate same to our secretary by early mail.

The annual dinner following the convention Wednesday evening, will be held at the Hotel Astor. The guests of the association are: Bishop Wm. A. Quayle, St. Paul, Minn.; Hon. J. Adam Bede, Pine City, Minn., and Hon. Wm. H. McElroy, New York City.

We hope that the annual dinner will be a fitting climax to the strenuous labors of convention week.

Very truly yours,
A. S. KREIDER, Pres.
SOL WILE, Sec'y.



TRADE MARK

Duplex Bottom Polish

produces a brilliant polish, that will not dull down by keeping.

THE REASON is found in the fact that it is made of highest grade materials, under a formula that has been tried out under all sorts of conditions.

Duplex Bottom Polish

is warranted not to air slack or fade and will not fly from the brush.

Duplex No. 60 EDGE BLACKING is a two set blacking that is giving satisfaction where others have failed. If your edges are not looking well try **DUPLEX**—*Its bound to please.*

DUPLEX BLACKING CO.

15 Perkins Street
BROCKTON, MASS.

SHOE AND LEATHER FAIR.**The Seventh to be Held Next July.**

The Seventh National Shoe and Leather Market-Fair will be held in Mechanics' Building, Boston, for one week—July 8 to 15, 1914. It will, as usual, be under the management of its original promoters and managers, the Jacobsen Publishing Company, publishers of "Hide and Leather," of Boston and Chicago.

The six previous Shoe and Leather Fairs were highly successful. The Fair was omitted during the present year, 1913, in deference to a sentiment in the trade that the omission of one year would be appreciated by the trade at large, due to pending tariff changes and the general conservatism in business.

In proof of the popularity of the Shoe and Leather Market-Fairs in America, about sixty per cent of the exhibitors in the last Market-Fair, in Boston, have already asked for space in the Fair to be held next July. Other exhibitors state they are willing to again take space. It is understood that a large number of manufacturers of shoes, leather and of machinery and materials for making shoes and leather, who have not participated in previous fairs, are now asking for floor plans, with the intention of taking space and showing goods.

The omission of the National Shoe and Leather Market-Fair in 1913 will be compensated by the largest and most successful fair in 1914 that has ever been held.

SHORTER HOURS IN TEXAS.

Laws limiting the hours of labor of women and children have been enacted in several States besides Massachusetts. Texas, for instance, has a law much like that of Massachusetts. It limits the hours of labor of women to 10 each day. It provides that no woman shall work more than 54 hours in each week. As a consequence of this new law, the leading storekeepers of large cities of Texas, such as San Antonio, Houston and Dallas, are closing their stores at 6 o'clock every evening in the week, including Saturdays. Saturday night shopping has come to an end. The clerks have Saturday night for themselves.

INCREASE IN LASTING PRICES.

The Lasters' Union of Lynn has demanded of Lynn manufacturers an increase of approximately one-half cent a pair on lasting shoes over combination lasts, and on up-and-down work. The claim for an advance is based on a decision of an arbitration board, which awarded lasters in the Watson Shoe Co., an advance of about one-half a cent a pair for lasting shoes on combination lasts, and on up-and-down work.

KEEP THOSE EDGES CLEAN

Edge Protector

**Absolutely prevents
soiling of stitches,
edge and bottom.**

**Tip repairers like
them because they
make the work easy.**

Novelty Selling Co.

Room 67
683 Atlantic Avenue
Boston, Mass.

Doings at Lynchburg, Va.

Trade Notes, Personals, Etc.

—Mr. Geo. H. Gifford, manager of the Philadelphia office of the United Shoe Machinery Co., arrived in town on Monday, Dec. 1, and spent a few days on a business trip to the factories in town. He is on his way to other shoe centres in the South. He makes a trip down this way every little while to see how things are progressing in our Hill City.

—Mr. J. M. Archambault, a special agent from the Philadelphia office of the United Shoe Machinery Co., came with Mr. Gifford and will spend a week looking over the machinery in the factory in town.

—Mr. E. E. Smith, cutting room foreman of the West End factory, has rented a larger house on Park avenue. The one in which he formerly lived has no furnace in it, and Eldon said he wanted to have steam heat this winter.

—Mr. Herbert Allen, packing room foreman of the West End factory, bought himself a live turkey last week. Bert said he is going to keep it until Christmas and have a fresh turkey for dinner.

—Mr. Irwin Rathbun, foreman of the stitching room of the West End factory of the Craddock-Terry Co., has been on the sick list for a few weeks. We are glad to see that he is able to get out of doors again, although not strong enough to come into the factory as yet. We all hope he will be back with us soon.

—The cutting room of the Smith-Briscoe Shoe Co. closed down for two days the first part of this week, to take account of stock.

—Mr. John V. Powers, superintendent of the Smith-Briscoe Shoe Co., accompanied by Mr. P. N. Smith, president of the firm, left Dec. 3 for Boston on a business trip. They will look over the new styles and do some buying. They will also stop at Philadelphia and New York and make a short stay at each place.

—Mr. John H. Varney, Jr., who was assistant foreman in the making room at the West End factory of the Craddock-Terry Co., and later with a firm in Hagerstown, Md., has

gone to Columbus, Ohio, to enlist in the army. He will join the cavalry after he has had his month of training that they give before sending the new recruits away.

—The West End factory of the Craddock-Terry Co. have their samples under way and will have the most of them cut very soon. The foremen are going to try and send out the best lot of samples this year they have ever made. The Jefferson street and South End factories have their samples under way also. They all are going to try hard to beat the other for the year.

—Mr. F. S. Smith, foreman of the finishing room of the West End factory, had a party of friends at his home on Tuesday evening, Dec. 2. They brought with them two young men that are vaudeville actors, and the evening was enjoyed with music by them and some very fancy dancing. Mrs. Smith served hot cocoa and cake, and Fred came in with the cigars after they had eaten their fill.

ARMY BOOTS IN AUSTRALIA.

"Teddy bears," as boots of the Australian militia are slangily called, are to be discarded for a new style in footwear, according to a recent report from the island continent. A new kind of boot has been designed to take their place. The "Teddy bears" were made with wool on the outside. The new boots will have wool on the inside. The leather of the boots will be stuffed with "fat liquor," at the rate of one pound to every 18 feet of leather. That should make them durable and waterproof, but also rather heavy for a long march.

The new boots will have brass pegs in their soles, so that soldiers wearing them will not slip when marching. There will also be brass screws in the bottoms, to hold the soles to the uppers. The boots will be made over a straight last, and will have soft toes, like a pair of comfort shoes. If the quartermaster general of Australia approves of the new style in footwear, the boots will be issued at once.

Eureka Pink Folding Cement

Is sold F. O. B. your city—on a money back basis, because we have absolute confidence in its quality. 25 years experience back of every gallon.

THE BEST FOR OILY STOCK—GET A SAMPLE AT OUR EXPENSE.

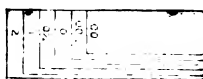
**EUREKA
CEMENT CO.**
NEWARK, N. J.

South Shore Supplies
Co., 8 Commercial St.,
Brookton, Mass.
New England Agency

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**SHARP****BEVEL****CURVE**

This illustration shows
exact



widths in which they
are made.

These blades are made from steel of the highest quality, and are guaranteed in every respect.

**PUT UP IN PACKAGES OF ONE
DOZEN.**

Carried in Stock at all our Branch Offices.

United Shoe Machinery Co.

SALES DEPARTMENT

BOSTON

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MASS.

New Patents in the Trade.

What They Are About and the Claims Made for Them. Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information regarding which may be had through application to the office of American Shoemaking:

Last—No. 1,080,521, to Harrie A. Ballard.

Finishing Machine—No. 1,080,207, to Frederick M. Furber.

Machine for Operating on Heels—No. 1,080,150, to Herbert W. Kenway.

Skiving Machine—No. 1,080,171, to Simon G. Ross and Frank B. Freeman.

Machine for Rounding Soles—No. 1,080,191, to William C. Baxter.

End Lasting Mechanism—No. 1,080,235, to Arthur L. Russell.

Heel Breasting Machine—No. 1,080,376, to Ralph C. Simmons.

Sewing Machine—No. 1,080,343, to George S. Hill.

Button Feeding Mechanism for Bar Button Attaching Machines—No. 1,079,967, to Franklin R. White.

Lasting Machine—No. 1,079,930, to Matthias Brock.

Button and Staple Feeding Mechanism for Button Attaching Machines—No. 1,079,968, to Franklin R. White.

Skiving Machine—No. 1,080,227, to Harry Lyon.

Button Hole Finishing Machine—No. 1,080,341, to George S. Hill.

Sewing Machine—No. 1,080,342, to George S. Hill.

LEATHER SKIVING MACHINE.

No. 1,079,462.

Letters patent have been granted Alexander M. Alexander on an invention which relates to leather skiving machines, and more particularly to machines adapted to skive the edges of upper leather or leather of a similar character.

The object of the invention is to simplify and improve the construction and arrangement of various parts of a machine of this type whereby its operation is rendered more certain and reliable, and whereby the various adjustments requisite for enabling the machine to operate properly in doing various

classes of work may be readily and conveniently effected.

To these ends the invention contemplates the provision in a machine provided with a cylindrical knife and a feed roll arranged within the knife to co-operate with a presser foot without the knife in presenting and feeding the material to the knife, of novel and improved means for varying the action of the knife upon the material in accordance with the character of the work being performed; the provision of novel and improved mechanism for so supporting the feed roll that it

may automatically accommodate itself to variations in the position of the presser foot or variations in the thickness of the material being acted upon; the provision of novel and improved means for supporting and adjusting the grinder disk by which the cylindrical knife is sharpened; the provision of novel and improved means for adjusting the knife longitudinally to bring it into proper relation to the feed roll and presser foot and for firmly retaining the knife in adjusted position; and the provision of novel and improved means for removing long strips of skiving from the interior of the skiving knife.

LOW CUT SHOE ATTACHMENT.

No. 1,079,835.

Letters patent have been granted Walter Emery Bunker on an invention which relates to "pumps" or low-cut shoes, and it is a design of the invention to provide an attach-

WINSLOW BROS. & SMITH CO.

SHEEPSKINS AND CABRETTAS

TANNERIES: NORWOOD and PEABODY, MASS.

BOSTON

NEW YORK

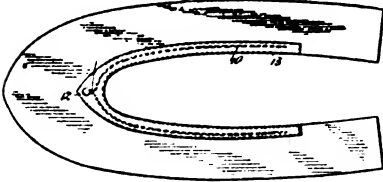
CHICAGO

ST. LOUIS

66 Lincoln Street 12-14 Spruce Street 159 West Lake Street 14th and Locust Streets

ment to prevent the shoe from spreading or gaping in the movements of walking.

It is also a design of the invention to provide a stiffener to serve the indicated purpose, applicable to the vamp of a shoe and extending rearwardly around the shoe opening toward the back, but leaving the



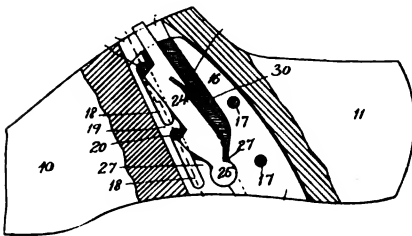
curved back portion of the upper unstiffened and in normal condition, whereby the provision of the stiffener will not result in discomfort at the back of the heel of the wearer.

The invention furthermore has for its design to provide a stiffener attachment that may be readily applied to any low-cut shoe.

LAST.

No. 1,080,521.

Letters patent have been granted Harrie A. Ballard on an invention which relates to a last comprising a forepart and heel-part adapted to slide with relation to each other so that the last may be shortened and readily removed from a shoe without stretching the same. The forepart and heel-part of a last, formed in this manner, are usually connected by a connecting member, and are provided with means for locking the two parts in their nor-



mal position, said means being adapted to be retracted for the purpose of unlocking the two parts to permit relative movement thereof.

The objects of the present invention are to reduce the cost of manufacture of such a last as much as possible, and at the same time to provide a connecting member and locking device having sufficient strength and rigidity to withstand the strains imposed upon the last during the manufacture of a shoe.

The invention is embodied in a connecting member embedded in the forepart and heel-part which are slotted to receive the connecting member and which consists of two or more plates arranged face to face and formed with a recess adapted to contain the locking member of a

plurality of plates, the expense of providing a recess for the locking member may be kept at a relatively low point by cutting out a portion of one of the plates prior to assembling the plates. In this way, the plate which lies next to the plate which is cut out, constitutes a seat for the locking member. The most convenient and cheapest form of locking member to be used with this form of connection may be formed of sheet metal equal in thickness to the plate so cut and is therefore adapted to be flush or in other words, to lie in the same plane as the recessed plate.

The most simple manner of applying the connecting member formed in the foregoing manner is to affix it to one of the last parts and to form it with one or more slots adapted to receive transverse pins carried by the other last whereby sliding relation is completed between the latter part and the connecting member. The locking member may be provided with shoulders or otherwise formed so as to engage and co-operate with the sliding pins and lock the sliding part against movement relatively to the connecting member.

MACHINE FOR MAKING INSOLES.

No. 1,079,019.

Letters patent have been granted Albert C. Oppenheimer on an invention which has for its object to provide a lip-turning machine embodying certain improvements and refine-

ments, whereby a simplified structure results and the desired sequence of operations is performed in a felicitous manner.

A further object is to provide an improved and novel lip-turning machine capable of making a double lip.

Small damage was done to the factory of the Martin Kelley Co., Holten Street, Salem, Mass., last week. The blaze started in a box of waste paper, shoe patterns and other loose material, but was quickly checked by the use of the automatic sprinklers, the chief damage being done by water.

Breezes From Auburn, Me.

(By Our Special Correspondent)

—John Shepard, superintendent of the Dingley-Foss Co., returned last Thursday from South Royalton, Vt., where, with Mrs. Shepard, he attended the golden wedding celebration of his parents, Mr. and Mrs. John F. Shepard.

—Office employes of the Lunn & Sweet Shoe Co. will give a dancing party at Ridgely Hall, Lewiston, on the evening of Dec. 31. It has always been the policy of this company, semi-annually, to entertain all of their field representatives; usually it has taken the entire week to stage and dispose of the varied entertainments. It is in anticipation of their attendance at this time the affair has been slated. In their honor, varied special features are being prepared.

—Auburn shoe men are running around in a state of partial bewilderment as they learned of the discharge of A. W. Shaw of Freeport, it being so unexpected. Comments thereon, as overheard by our correspondent, in some cases would be unfit for publication. In others, that the law has been fully satisfied.

Miss Mildred Shaw, the only member of the family at present in Freeport, has stated that the pardon came as a surprise to the entire family, and so unexpectedly, that it was impossible to make any plans. Mrs. Shaw and Miss Carrie Shaw are thought to be in Pawtucket, R. I., as guests of a married daughter in that city.

—The Freeport factory of Porter & Co. is not very busy this week on account of stock-taking season. A new sidewalk is being built in front of the factory, which is a much needed improvement.

—Auburn Association of Superintendents and Foremen held their usual weekly meeting at their rooms Friday evening of last week. The attendance was gratifying, and the principal business was the nomination of officers for the ensuing year as follows: President, Milliard Ly-

beth; vice-president, Geo. Stetson; secretary, Herbert Loving; treasurer, John Currie; trustees, Chas. Hancock, Fred L. Briggs, and George Seavey.

A committee of one from each factory is to be appointed to arrange for an anniversary Shoe and Leather Association ball. Details will be sent American Shoemaking when arranged.

Mr. R. W. Dow, the world-wide field worker for the "Red Book," was an honored guest of the evening. He is an old friend of the association, and through courtesy, the Little Red Book, has been on file at the rooms. His remarks were entertaining and instructive, and we trust may be fruitful.

—The only serious accident connected with the construction of the new Ashe, Noyes & Small factory, happened Friday of last week at the noon hour. Through a misunderstanding of signals, a heavy freight elevator, four stories from the ground, was released from its clutch, and its four human occupants dropped like a plummet through space. I. A. Wing of Portland, and J. H. Brown of Foster avenue, were the most seriously injured and were carried to C. M. G. Hospital. Henry Rankin received a fractured leg, Percy Briggs, shock and sprained feet, both being removed to their homes nearby.

—Miss Rebecca Dyer, aged 50, of 217 Main street, Auburn, was knocked down by two young ruffians and robbed of her hand-bag and its contents. Miss Dyer is a well-known shoe factory worker and an employer of the Ashe, Noyes & Small Co.

—Mr. Raymond, the Cushman-Hollis Co.'s genial fitting room foreman, holds the world's record. He is the only man to date who can fit uppers five days ahead of the cutting room. Fitting uppers before they are out might phase some foremen, but not him.

The Finest Pearl and Ivory **SHOE BUTTONS**

PULLING SEVENTY POUNDS

Manufactured by

LESSER BROTHERS

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UNIT SYSTEM OF LASTING

is constantly growing in favor for both McKay and welt work. The use of our Champion Shellac Box Toe Gum makes possible

A CLEAN GAIN OF 10 PER CENT

for the output of your lasting-room. Other manufacturers are getting the benefit of this increased efficiency and

IF YOU WANT PROOF

we can give it to you and refer you to some of the largest manufacturers in the United States who have thought it worth while to look into our claims. They are now working

THEIR ASSEMBLERS AND PULLERS-OVER

right up to quitting-time by using our

CHAMPION SHELLAC WATERPROOF BOX TOE GUM

in connection with the toe steamer.

PROVE IT YOURSELF

by ordering 5 gallons of this Champion Box Toe Gum. We will bill it to you. Use what you please. If you can't see the SAVING return what is left with our bill and we will both be satisfied.

**THE UNION BLACKING CO., Inc.
LYNN, MASS., U. S. A.**

AGENTS FOR GREAT BRITAIN

**LIVINGSTON & DOUGHTY, LTD.
LEICESTER, ENGLAND**

Brockton and South Shore.

Trade Notes, Personals, Etc.

—Last Saturday evening, at his home in Brockton, relatives, friends and associates in the W. L. Douglas Shoe Co. plant met John S. Clapp to help him celebrate his seventy-sixth birthday. John J. Daly of Holbrook, foreman of the No. 1 gang room, on behalf of his fellow foremen, presented Mr. Clapp with an elegant couch. He responded in a fitting way and referred to Mr. Daly as the mayor of Holbrook, a title bestowed on him by his shopmates on account of his activity in the politics of the town, being chairman of the school board. John J. Wilde, on behalf of the Superintendents' and Foremen's Association, of which Mr. Clapp is an honored and active member, presented him a handsome clock. One of his sons, on behalf of the other sons and daughters, gave him a fine gold signet ring. Mr. Clapp is a native of Randolph, but came to Brockton, then No. Bridgewater, forty-seven years ago. For a short time, he manufactured shoes, but later went to work for Mitchell & Millett. He was at one time superintendent for D. W. Field. He has been superintendent of factories in Haverhill, Pittsfield and No. Adams. Seven years ago he went to work for the Douglas Co.

—In the recent municipal election in Brockton, the two shoemaker candidates, Charles F. Penney, on the Progressive ticket, and Joseph W. Kelly, on the socialist ticket, were defeated by ex-Mayor Howard. The former received 1843 votes and the latter 532 votes.

—The L. Q. White Shoe Co. has increased its capital stock \$100,000.

—Elmer J. Bliss of the Regal Shoe Co. of Whitman, has been elected a member of the Boston Chamber of Commerce.

—Charles T. Laird, foreman at the Laird-Prior Co. in Brockton, was elected president of the Brockton Aerie of Eagles, at the annual election of officers last Tuesday evening.

—Arthur B. Butman, formerly of Brockton, who for the past six years has been special agent of the United States Government in the department of commerce for the investigation of the conditions of the shoe trade in different countries of the world, was given a complimentary luncheon at Young's Hotel, Boston, last Wednesday afternoon. He was the special guest of New England Shoe and Leather Association. He spoke about his travels in foreign countries and conditions

that he found in the shoe industry wherever he traveled. He always found the American made shoe in evidence. John S. Kent, treasurer of the M. A. Packard Co., and Geo. E. Keith, head of the George E. Keith Co., also spoke in commendation of Mr. Butman's work for the shoe industry.

—Edward Jones has resigned as foreman of the dressing room at the Rockland factory of Rice & Hutchins, to take a similar position at the F. F. Field Co. factory in Brockton.

—Mr. and Mrs. Ira Copeland of Newton Highlands, formerly of Brockton, celebrated their sixtieth anniversary of their marriage last Monday. When the city of Brockton was the old town of North Bridgewater, Mr. Copeland was active in the affairs of the town, and when they changed from a town to a city, was the one who suggested the name of Brockton, which later was adopted as the name of the new city.

—Last Friday evening, at the meeting of the Brockton Association of Superintendents and Foremen, one application for membership was received. Next Friday officers will be nominated and the following Friday the annual election of officers will be held.

—Shoe shipments from Brockton to date, amount to 667,677 cases, which is a little less than 20,000 more than for the same number of weeks in 1912. The total shipment last week was 9363 cases, sent from shipping points as follows: Brockton Center, 2754 cases; North End, 4019 cases; South End, 3252 cases.

—Arthur Leonard of the Leonard & Barrows Co. of Middleboro, denies the rumor that they had sold

OUR HEEL BEADS and KEYS WILL WEAR A YEAR

without touching and the bead can then then be re-cut for further use.

The price is no more and the increased service means better work and money saved.

**Try one and you will
order a dozen.**

WEBBER MACHINERY CO.

New and Rebuilt Shoe Machinery

101 Munroe Street Lynn, Mass.

PA LEATHER TS

These Belts are made for use on the Patent Leather Repairing Machine--Model A, and the best results are obtained from this machine when endless belts are used.

Furnished either in lots of one dozen or in standard package (one gross) as desired.

United Shoe Machinery Co.

Sales Department

BOSTON, - - - MASS.

out their business to the E. E. Taylor Co. of Brockton.

—The addition to the factory of the Diamond Shoe Co. of Brockton will be ready for occupancy about the first of March.

—Condon Bros. Co. of Brockton have secured the services of B. Leonard Gordon, as foreman of their sole leather room. He was foreman of the same department at the Providence factory of the F. F. Field Co., previous to their moving their business back to Brockton.

—On Dec. 22nd, Attorney Elmer H. Fletcher will offer the will of the late Moses A. Packard for probate. The will was drawn February 3rd, 1906, and all of the property, both personal and real, was left to his wife, Abbie Packard, with sureties. Mr. Packard was head of the M. A. Packard Co. of Brockton, one of the leading shoe concerns of the city.

—The George E. Keith Co. of Brockton have bought the controlling interest in the D. Armstrong Co. business in Rochester N. Y. This business, of which Duane Armstrong was the head, is one of the oldest in the State of New York. Mr. Armstrong is to retire after 34 years of business. The other partners in the company will remain with the Keith interests, and have the general management of the business. They have a capacity of 2,000 pairs of shoes per day, occupying a seven-story brick building. Eldon B. Keith, assistant treasurer, carried on the negotiations.

NEWS FROM THE SOUTHERN SECTION.

NASHVILLE, TENN.

—P. L. Royal, formerly foreman of the stitching department of Manier, Dunbar & Co., but now with the Red Seal Shoe factory of Atlanta, Ga., was in this city recently on business for his present firm. Mr. Royal was a welcome visitor to this city by his many friends.

—J. W. Carter & Co., of this city, are running over-time in order to get their orders out on time. This firm has had the busiest year they have had in the history of their plant. Their business has increased wonderfully this season.

—Manier, Dunbar & Co. have closed their plant for an indefinite period. However, we hope to see this plant in operation soon. This company has been making shoes for the past five years, and the people of Nashville will miss the business this firm has been bringing to the city.

—The Tennessee Shoe Manufacturing Co. report that they have enjoyed a fine year, and have enough orders on hand now to last them for quite a while.

—The Tennessee Heel Co. are very busy people. It seems that they just can't make enough heels to keep orders filled. This concern is only about one year old and is doing a great business selling heels in all parts of the United States. The future looks good for them.

ATLANTA, GA.

—The Red Seal Shoe factory of this city are enjoying the best business year they have ever had. They have increased their business forty per cent, and it still seems that the demand grows faster than the output. Mr. M. A. Knipe, manager of this plant, says he hopes to double his present output in a few weeks.

BUFORD, GA.

—Bona, Allen & Sons are running their factory every day in the week and seem very prosperous. The future looks bright for this firm as shoemakers. Mr. Victor Allen is manager, with Mr. Leslie Joseph of Cincinnati, Ohio, as superintendent. Both of these young men are hustlers, and they are sure to make good. This company makes all its leather used in their shoes. They operate in connection with the shoe factory, a collar factory, harness factory and the largest tannery in the South.

When your pattern
maker refuses to
grade your patterns
on the

Preston Power Cutting Grading Machine

Do not argue with
him. Simply write
us for a list of firms
who do use this
machine.

A. F. PRESTON

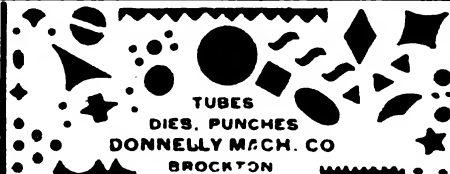
280 Dover Street
Boston, Mass.



K. & S. DYE

Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

KENT & SMITH LYNN, MASS.



Jobbers in Manufacturers Cut Sole

Cut Soles

43 N. MONTELLO ST. BROCKTON

GORDON & BERMAN

Sole Leather and Offal

23 SOUTH STREET BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of SHOE ORNAMENTS

PATENT SPECIALTIES } "CLINCH-ADJUSTO" BOW
"O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut shoe Supplies of Every Description

National Shoe Findings Co.
LYNN, MASS.

J. E. KNOX

ACCEPT NO SUBSTITUTES

J. V. KNOX

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, . . . LYNN, MASS.

Novelty Edge Protectors

Save money in the packing room.
Make tip repairing easy.
Keep fair-stitching and edges clean
NOVELTY SELLING CO.
67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies **Brockton, Mass.**

Men's and Women's

TAPS

PURITAN COUNTER COMPANY
E. R. R. Ave., Brockton, Mass.

Surplus Shoes Dispose of returned or in stock footwear by advertising in Whole-Bargains—*The Bargain Buyer's Magazine.*

1107 Flatiron Bldg. NEW YORK CITY

Heels and Heel MACHINERY

Pieced Nail-less Heels
Our Specialty.



Campello Nail-less Heel Co.
119 TRIBOU ST. BROCKTON, MASS

TOP LIFTS, SHANKS SOLES

Misses', Children's and Infants'
SOLES
Chapman Tap and Counter Co.
Haverhill, Mass.

Industrial Information.

Notes of New Factories, New Enterprises, New Firms, and Changes in the Trade.

EASTON, WIS.

The LEWIS LEATHER CO. is a new corporation. It has a capitalization of \$200,000. Everett L. Lewis is president, Warren E. Butler and Edward C. Harrington are the other incorporators.

LYNN, MASS.

The SHACTMAN LEATHER CO. has been incorporated by Isaac Shactman, A. N. C. Prest, and Charles J. Goldman. It will take over the leather and trimmings business of I. Shactnab & Co., 471 Union street, Lynn.

SALEM, N. H.

The new shoe factory here opened for business last week. A number of people who have been employed out of town will work here, and it is expected that a large business will be done, as a number of big orders have already been received.

HAVERHILL, MASS.

William P. Bates and Homer Page, both of whom have been employed with the Slipper City Wood Heel Co., have organized the MERRIMACK WOOD HEEL CO. and have taken the top floor of the Beckett & Hammond building on Hale street, where they have a well equipped plant. They employ about 30 people and have a capacity of 150 to 200 dozen pairs of heels per day.

WILMINGTON, N. C.

A charter has been issued for the GEORGE R. FRENCH & SONS COMPANY of this place; capital, \$125,000 authorized and \$50,000 subscribed by George R. French, William A. French and others.

BEVERLY, MASS.

John E. Nicholson has retired from the firm of J. H. BAKER & CO., and the firm will now be continued under the same name by Joseph H. Baker and Louis P. Baker.

ATLANTIC CITY, N. J.

Inquiry has been made respecting a site and building suitable for the manufacture of three thousand pairs of children's shoes daily. The inquiry comes from the RENDELL SHOE CO. of Trenton, N. J.

DERRY, N. H.

On account of the steady increase in business at the WOODBURY shoe factory the company is enlarging and fitting up a stock room in the basement. This will enable them to produce at least ten more cases per day.

ST. JEROME, QUEBEC.

There is a rumor abroad in shoe factory circles that the CIMON SHOE CO., Ltd., of Montreal, are negotiating for a factory location here.

BRIDGEWATER, MASS.

The L. Q. WHITE SHOE CO. has recently decided to increase their capital stock by \$100,000.

GARDINER, ME.

The COMMONWEALTH SHOE & LEATHER CO. are building an addition to their plant, 80 by 40 feet, and three stories high with basement.

ROCHESTER, N. Y.

The STUTZ MFG. CO. is a newly organized firm at 206 Andrews street, for the manufacture of infants' soft soles.

ROCHESTER, N. Y.

A meeting of the creditors of the VENOR SHOE CO. was held Dec. 3, and C. D. Brown, C. M. Davy and L. C. Hogle appointed trustees. The assets are \$121,524, liabilities, \$270,000.

HAVERHILL, MASS.

HITCHCOCK BROS. is the name of a new firm to commence the manufacture of women's turn shoes at 62 Fleet street.

— FOR THE — Shoe Factory

BORAX USED IN THE WATER FOR DAMPENING THE SOLE
MAKES THE SOLE FLEXIBLE, PREVENTS CHIPPING OF
THE EDGES, AND MAKES A SMOOTH, VELVETY FINISH.

**WRITE PACIFIC COAST BORAX COMPANY,
100 William Street, NEW YORK, FOR RECEIPT**

<u>STRONGEST</u>	Because least wood is cut away in making.
<u>EASIEST TO USE</u>	It goes in and comes out of the shoe with least strain, because in "telescoping" it shortens more than any other divided last.
<u>COST</u>	Lowest of any divided last on the market.
<u>RIGIDITY</u>	Telescope method of construction gives perfect rigidity when last is in the shoe.
<u>STYLE</u>	Original and correct. Assured by the practical experience of managers and model makers.
<u>QUALITY and DELIVERIES</u>	Absolutely the best. Guaranteed by the most perfectly equipped last factory in the world.

All this means to our customers

BETTER LASTS FOR LESS MONEY.

Sturgis - Jones Last Company

BOSTON OFFICE
195 ESSEX STREET

Carl L. Sturgis
Paul S. Jones

FACTORY
BROCKTON, MASS

Our St. Louis Letter.

(From Our Special Correspondent)

—Herman Rolfus, foreman in the sole leather assorting department in the Sunlight factory of the Hamilton-Brown Shoe Co., has resigned his position to go into business for himself. The employes who were under him presented him with a beautiful diamond stick pin as a token of their friendship.

—John Weltner succeeds Herman Rolfus, foreman of the sole leather assorting department at the Sunlight factory of the Hamilton-Brown Shoe Co. He has been with this concern for a great many years.

—The St. Louis Shoe Manufacturers' Association, and the United Shoe Workers, both received word that the 500 shoe workers who struck in the Weyenberg Shoe Co. in Milwaukee, Wis., and the firm, have settled their differences and all are absolutely satisfied. This is in keeping with the trend of sentiment and success shown in this city in the past six months. It is absolutely certain there will be no trouble as long as this spirit prevails, and it is the consensus of opinion among both employes and manufacturers it will. All through the West, with one exception, that of Belleville, Ill., there is no sign of trouble; absolute harmony prevails.

—Geo. Terry, formerly with the J. W. Carter Shoe Co. of Nashville, Tenn., has accepted a position as assistant foreman in the American Lady factory of the Hamilton-Brown Shoe Co., under E. C. Allen.

—Wm. M. Taggart, known as the original leather broker of St. Louis, having been the first to go into the leather business, when the shoe manufacturing business was in its infancy, moves from 315 Lucas avenue, where he has been located for a great many years, to a suite of

offices on the third floor of the Leather Trades Building.

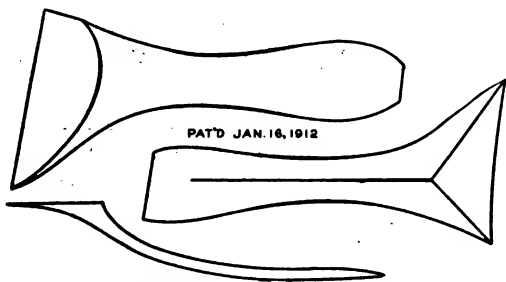
—Harry Rapp, a representative of an Eastern tanner of kid leather, has also leased space in the building. He formerly was located at 817 Lucas avenue.

—A. S. Patten, a leather broker of 903 Lucas avenue, has also offices on the third floor of the Leather Trades Building.

—Brooks Bouser, an assistant foreman in the American Lady factory of the Hamilton-Brown Shoe Co., has resigned his position and accepted one with the Lionne Co. of Montreal, Canada, manufacturers of a brush method of tip repairing.

—All the railroads refuse to accept freight for any point in Mexico, even to Mexico City or Vera Cruz. The express companies have also refused to accept parcels for any place in Mexico. Hundreds of pairs of shoes have been sent by parcel post, both to private parties and merchants, when they could not be sent otherwise. The rate from St. Louis to Mexico City is 12 cents per pound, which makes it unprofitable for the merchants, but they had to adopt this method to get shoes when the railroads and express companies failed them.

—Gane Bros. & Co. have moved their shoe machinery department from 3rd and Pine streets to the Leather Trades Building, 16th and Locust streets. Wm. P. Crockett has charge of the shoe machinery department, and as previously noted in these columns at the time, Mr. Crockett made a trip to Europe, where he visited the London Shoe and Leather Fair, and secured the agency of the best non-royalty shoe machinery.



THE BACKBONE

of a SHOE is the SHANK. If you want to make shoes with good backbones—the kind that stand up—use OUR NEW

CUSTOM SHANK

Made of Selected Leatherboard—Half the price of solid leather, and better—Lines always the same.

Produces perfect "Egg Shape" and "Cottage Bottoms" now in vogue in high grade lines

SAMPLES SENT ON APPLICATION.

MOORE & CO.,

Manufacturers of Shanks
of all kinds.

Malden, Mass.

—At the present time, Gane Bros. are prepared to fully equip shoe factories with the very latest independent shoe machinery, both foreign and domestic. Arrangements can be made to install the machinery, buying it outright, or some may be leased on the royalty plan. The Gane Bros. also sell findings and are agents for several tanneries. Several of their machines have been tried and purchased in St. Louis and surrounding territory with good success. Mr. Crockett has sample shoes made in England with these machines, which proves they are no experiment, as they equal any made in this country.

—All the factories of the Peters Shoe Co., Roberts, Johnson & Rand, and Friedman, Shelby Shoe Co., which are owned by the International Shoe Co., will close for a few days to take stock during next week. Their fiscal year closed Dec. 10th and their new year opened Dec. 11th. They fully expect to break all records in the amount of their sales.

—The Sturgis-Jones Last Co. of Brockton, Mass., have made preparations to establish a branch office and salesroom in this city. Carl L. Sturgis visited St. Louis and its shoe manufacturers two weeks ago and left his brother, Lee Sturgis, to complete his plans and permanently establish the business. They secured several large orders. Mr. Sturgis said his visit "was not at all discouraging, but, on the other hand, it was exceedingly encouraging and much better than he expected."

—Carl Peterson, formerly with the International Shoe Co. at Cape Girardeau, Mo., who recently accepted a position with the Lionne Co. of Montreal, Canada, has just returned from a trip to Pontiac, Springfield, and other shoe centres in Illinois, and reports all running normally, with more than the usual amount of orders ahead for future delivery.

—H. Lenard, superintendent of the Hamilton-Brown Shoe Co.'s sole leather departments, has returned from a trip East, where he went on a business trip for his firm.

WHITE CANVAS CLEANER.

Snowwhite Cleaner is the name of a product which is meeting with favor in a great many shoe factories making white canvas or white leather shoes.

A feature of the cleaner is that it leaves the surface of the leather or canvas free from the painty effect common with ordinary cleaners and, in fact, the material has practically the same appearance as before going through the cleaning process.

It is manufactured by C. L. Hawthaway & Sons.

United States

The CUNNINGHAM ARCH SUPPORTING SHANK

The best on the market, because the method of attaching makes it impossible for the shank to break down. German Silver Shanks furnished to all manufacturers.

For Particulars Write

J. H. CUNNINGHAM

Care of Stacy, Adams Co. Brockton, Mass.

If you still use a
CARBON LAMP
be consistent and
buy the Best and
Most Satisfactory
on the market.

Send all orders to

BOSTON ECONOMY LAMP DIVISION

National Lamp Works of
General Electric Company

128 Maple St., Danvers, Mass.

JEFFERSON CITY FLASHES.

—Geo. A. Kleiner, representing A. L. Gebhardt & Co., of Milwaukee, Wis., was in this city calling on the trade. Mr. Kleiner reports business brisk in all of his territory.

—Philip Becker, 81 years old, a resident of Kansas City, Mo., for fifty-eight years, died at his home in that city on Nov. 28th. Mr. Becker formerly resided in St. Louis and was also known throughout the shoe centers of the East. In 1856 he settled in Kansas City, and as the "Shoemaker of Westport," became famous over the West in the Old Santa Fe Trail days, making high-grade boots for the plainsmen and pioneers. He was in business making high-grade boots for 46 years. Mr. Becker was born in Brensbach, Germany, and came to the United States as a young man, living in the different shoe centers and well known by all of the shoe men in the West.

—J. R. Pettiford, thread salesman from the St. Louis office of the H. E. Locke Co., was in town selling the trade. While Mr. Pettiford is young, and a new man on this end, he is building up large business for his house, and while in this city he received one order for 10,000 cases of thread to be delivered during the year 1914.

—E. Nottleman, representing the tanners, Dahm & Kiefer of Chicago, was in this city calling on the buyers of the local factories recently.

—It has been decided by the gentlemen behind the movement of forming a Superintendents' and Foremen's Club in this city, to let the matter rest until after the holidays are over, owing to the fact that all of the local factories are busy with large orders, and the superintendents and foremen having no outside time except to prepare for Christmas.

—Frank Gazell, the sole leather expert of the International Shoe Company, is in this city spending his time in the sole leather rooms

of the two factories of this concern. Mr. Gazell is well known in this city, having been with the Parker Boot & Shoe Company of this city some few years ago.

—The Washington (Mo.) factory of the International Shoe Company closed for a few days for inventory, but started up again on Dec. 11th for their new season's run.

—Paul Hogan, upper leather buyer for the Hamilton-Brown Shoe Co., of St. Louis, was a visitor in this city recently, mingling with old friends, and made a call on Charles Pearce of the Economy Stay Co.

—W. H. Betts foreman of the trimmings department of the Sunlight factory of the Hamilton-Brown Shoe Company of St. Louis, resigned his position, and it is reported that Mr. Betts has accepted a similar position with a shoe house in Cincinnati.

—We wish to correct our statement in a recent issue, wherein we stated that the Bolivar street factory of the International Shoe Co., would close to take stock. This factory will not close for inventory, owing to the fact that they have so many orders on file that it is impossible to shut down for a single day at this time.



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.

GEORGE W. INGALLS, Lynn, Mass.

Adams Cutting Dies



Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to A. M. HOWE
(Established 1867)

John J. Adams Worcester, Mass

WE are enthusiastic about our **PURE NEW GUM ACME BACKING CLOTH**. We have worked at it for 35 years. We have been assured many times by the biggest men in the biggest factories that "there is nothing equal to it"—that it is "the most perfect Backing in the world."

Sample half yards free.

PETERS MANUFACTURING COMPANY

304-310 East 22nd Street, New York City

43-53 Lincoln Street, Boston, Mass.

Backing Specialists—3 Generations

PORTSMOUTH (N. H.) WHIFFS.

—One year ago, in October, 1912, the Roland-Baker Tanning Co. of Portsmouth, N. H., started to manufacture infants' shoes. In April, 1913, this branch of the business was taken over by the Widder Bros. Shoe Co. At the present time, this firm is making three times as many shoes as when they took the business over, and expect to be making four times as many by January 1, 1914. The company is composed of O. R. Widder, president; Paul Widder, vice-president, and Roland M. Baker, treasurer. They occupy a building 210 feet by 70 feet, two stories, and expect to add a third story in the spring. The present output is 1500 pairs a day of women's, misses' and children's McKays, and English welts. Mr. Joseph Dews is superintendent, and the foremen are as follows: Cutting, T. W. Wentworth; sole leather, C. W. Miller; fitting, L. W. Forbes; lasting, E. E. Parsons; making, B. A. Gilbride; quality man, J. F. Flynn; treeing and packing, J. H. Dunton. Mr. W. F. Barton has charge of the office.

—The following concerns were represented in Portsmouth by salesmen the past week: United Machinery Co., by Mr. Allen; Singer Sewing Machine Co., Mr. Bager and Mr. Smart; H. E. Locke Co., by Mr. Locke, and the Futurity Thread Co. by Frank Keys.

—Brother Dow of the American Shoemaking was a welcome caller among us last week.

—The usual amount of business is being done at the Gale factory. They occupy what was formerly the Portsmouth Shoe Co. factory.

—The morning train from Dover, N. H., brings quite a number of Dover shoe workers to Portsmouth to work in the shoe factories.

—Paul Widder, of Widder Bros., is in the West on a business trip, and reports a large demand for shoes.

THIS WEEK'S PERSONALS.

—Frank Campbell, who has been employed with the Paff Shoe Co., at Alexandria, Va., has concluded his services with that company and is now in the repair and custom business in Carlisle, Pa., under the name of Frayer & Campbell.

—J. F. Lauck has started the manufacture of infants' turn shoes at 102 E. Main street, Palmyra, Pa.

—Mr. Ernst Liebman, superintendent of the Hassia Shoe Manufacturing Co. of Offenbach, a. M., Germany, is spending a few months in this country studying the shoe manufacturing situation.

—Mr. John Dodsworth, who has been for the past two years with the Herold-Bertsch Co. of Grand Rapids, Michigan, has now accepted
(Continued on Page 540.)

HOTEL CONTINENTAL

41st St. and B'way NEW YORK
300 ROOMS 300 BATHS
at \$1.50 - \$2.00 - \$2.50 and \$3.00
EACH WITH PRIVATE BATH

Five minutes walk to forty theatres.
Penn. and New York Central Stations.
Most convenient location in New York.

Well Equipped Reading and Writing Rooms

41st STREET and BROADWAY

The CAFE BOULEVARD

(Connected with above hotel)

Known to good lovers for almost twenty years. The dollar dinner of Hungarian Specialties, with wine has become famous.

A 60c. luncheon is a regular feature. The Cafe Boulevard also serves a 25c. and 50c. unexcelled Club Breakfast.

A la Carte Service at all times.

41st STREET and BROADWAY

Ashland Leather Co.

ASHLAND, KY.

Scoured Oak Sole Leather

**Rough Belting Butts,
Bends, and Shoulders,
Backs, Bellies
and Heads.**

***Tanned From Packer
Hides, In Vats With
Oak Bark.***

GENERAL SALES OFFICE

**180 No. Franklin Street
CHICAGO**

BRANCHES

Boston—St. Louis—Rochester—Los Angeles



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1/2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

HELP WANTED.

WANTED—Fitting room foreman capable of taking care of machines and teaching green help. The line is McKays and heavy work, good locality. State experience and salary expected. Address 4903-T, care of American Shoemaking.

WANTED—Assistant foreman or first-class quality man in our lasting room; one competent to go in crowning and a hustler. We are willing to pay good salary for right party. Address 4904-F, care of American Shoemaking.

WANTED—Foreman for the lining and trimming department of our cutting room. Preferably a young man with a similar experience. Lunn & Sweet Shoe Co., Auburn, Maine.

POSITIONS WANTED.

POSITION WANTED as foreman of making room on men's McKays or welts; can run and repair all machines. Best of references. Address 704, care of American Shoemaking.

POSITION WANTED as assistant superintendent, quality man or inspector. At present employed, but about to change. Unqualified endorsement by present employer. Address 703, care of American Shoemaking.

POSITION WANTED as superintendent, assistant superintendent or quality man. Would consider making room position. Will go anywhere. Experience on welts, turns, and McKays, men's or women's. Address 1604, care of American Shoemaking.

POSITION WANTED as stitching room foreman; any kind of medium or fine shoes. No soft snaps wanted, but place where experience and ability are appreciated. Address 1809, care of American Shoemaking.

POSITION WANTED as assistant superintendent in factory making fine line of welt shoes. Experience as superintendent or quality man in European and American factories; understands German and English. Address 1201, care of American Shoemaking.

POSITION WANTED as foreman of lasting room on turns or welts. New England preferred. Would consider a position as finishing room foreman. Address 402, care of American Shoemaking.

POSITION WANTED by A-1 stitching room machinist. Thoroughly experienced; thoroughly competent; all machines. References. Address 1005, care of American Shoemaking.

POSITION WANTED as stitching room foreman on men's fine shoes, or would take charge of undertrimming and vamping in large factory. Address 1603, care of American Shoemaking.

COUNTER Manufacturer with 20 years' practical experience in making and selling counters, pasted and fibre counters, desires position as salesman or will take charge of counter factory. Address 1410, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED—In charge of making or lasting room in large factory. Have had best of experience in New England factories making women's welts and McKays. Can operate and instruct operators on nearly all machines in making room. Address 1808, care of American Shoemaking.

POSITION WANTED—Stitching room foreman wants position. First-class man, having had long experience on men's, women's and boys' shoes. Can teach help and repair machines. At present employed, desires a change. Best references. Address 502- care of American Shoemaking.

MISMATES AND DAMAGED SHOES WANTED—**RYAN SHOE CO., HANNIBAL, MO.**

THIS WEEK'S PERSONALS.

(Continued from Page 538.)

a position as foreman of the welt lasting department of the A. H. Weinbrenner Co. at Milwaukee, Wis.

—Mr. H. E. Burnham has accepted a position with the Kingsbury Footwear Co., Ltd., Montreal, Can., as foreman of their making room. He began his duties there Dec. 1.

—Mr. Hector C. Marshall, of the Marshall Shoe Co., Ltd., Richmond, Australia, is a visitor in Boston and vicinity, this week.

—W. Clark, formerly with the A. Priesmeyer Shoe Company of this city, is now located with the Burrow, Jones & Dyer Shoe Company at their Louisiana (Mo.) factory, as assistant superintendent.

—J. E. Hardings has accepted a position as superintendent of the new firm of Carl C. Hayden, Inc., Haverhill, Mass. Mr. Harding has been recently with the A. E. Little Company of Lynn and Rice & Hutchins, Inc., South Braintree, Mass.

—John E. Nicholson has retired from J. H. Baker & Co., Beverly shoe manufacturers. The business will be continued under the old firm name by Joseph H. Baker and John E. Nicholson.

—R. B. Grover, of the W. J. Young Machine Co., Lynn, has just completed a long trip among shoe and shoe stock manufacturers of the West.

—William T. Coleman, of the Paris (France) office of the United Shoe Machinery Co., was a recent visitor at the United Shoe Machinery Co. plant at Beverly. He was formerly in the shoe machinery industry in Lynn, and was later in the pulling-over department of the U. S. M. Co. at Boston.

SHOE FACTORY DOINGS.

—The factory of Lunn & Sweet at Auburn is in many ways the most remarkable factory in the world. Of old, the trade went to the T. G. Plant factory to learn of system and of cleanliness and of new devices, but today the trade will do well to sit at the feet of this young organization and learn.

—Mr. Sontar, who was for years with the Sorosis people, but who is now with the above concern, recently said to the writer: "I never saw such a factory and so good a system."

—Many changes are being made in the factory of the Foster-Moulton Shoe Co. at Brookfield, Mass. The cutting department is being moved to the third floor, and the vacated space will be used as an addition to the stitching room. The heel department is also to be moved into new quarters, and this space added to the sole leather department. Preparations are being made by the members of the firm to do the largest shoe business ever this winter.

—The Brennan Leather Co., whose factory in Salem was destroyed by fire last week, are planning to resume business at once. A temporary factory will be leased. The firm makes 150 dozen sheep skins daily.

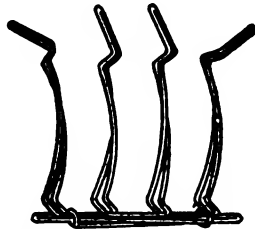
**One of Two Methods by which any
Lacing Problem Can be Solved**

FOR LACING SHOE UPPERS WITH THREAD

ANY GRADE ANY SIZE ANYWHERE

Rapidity and perfect accuracy combined is the unhesitating testimony of every user to date. We have a little descriptive booklet ready to mail to you upon request.

THE ELLIS LACER **The Other
Method**



THE STANDARD WIRE LACING DEVICE

Write us About Either or Both

UNITED SHOE MACHINERY CO.

FITTING ROOM DEPARTMENT

205 LINCOLN ST.

BOSTON, MASS.

A PRIMER OF SCIENTIFIC MANAGEMENT

By Frank B. Gilbreth, member of
American Society of Mechanical
Engineers. Introductory by
Louis D. Brandeis, Esq.

This book deals with Time
Studies, Prevention of Soldiering,
Rates of Compensation and all
points of vital interest to every
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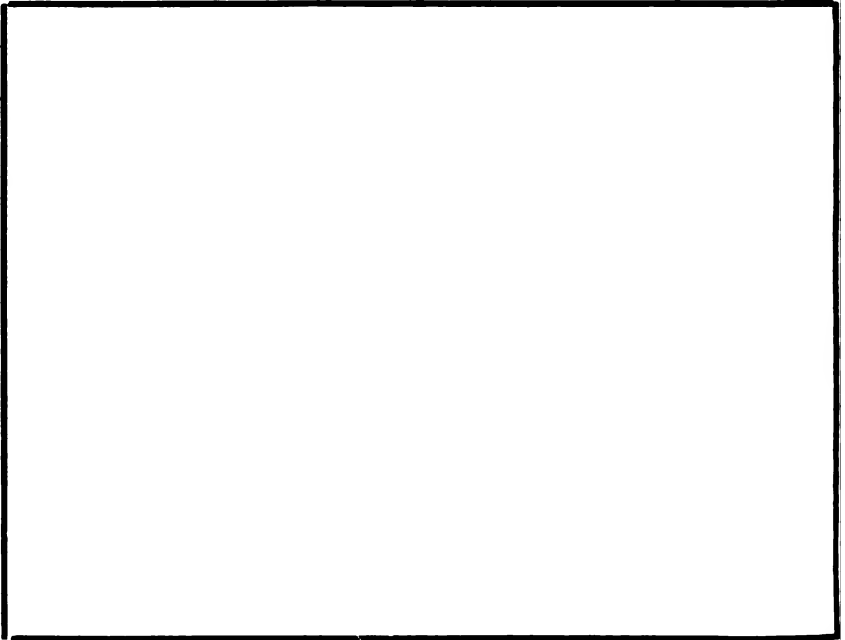
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It is the purpose of **AMERICAN SHOEMAKING** to render to all of its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit order for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of **AMERICAN SHOEMAKING** because of its world-wide circulation.

ENVIRONMENT AND OUTPUT.

In conversation with a young German shoe manufacturer at present working in an American factory, it was interesting to note his view of the German as compared with the American shoe trade.

In response to an inquiry as to the probability of German shoes finding a market in the United States, he said:

"We cannot compete with American manufacturers because your labor is cheaper than ours.

"I have," said he, "worked in several American factories and visited others, and, while I do not find your system of handling work much, if any, superior to ours, the output of your operatives is at least three times as much as ours, and you produce your shoes cheaper than we can."

When asked as to the reason of the low productive capacity of his own operatives, he laid the blame largely on the German la-

bor unions, their policy being to limit the amount that the union man is allowed to do as a day's work.

This manufacturer is looking for American foremen and American operatives to go to Germany with the belief that he can perhaps stimulate his own operatives to a higher grade of efficiency and speed.

He evidently believes that the influence of example, coupled with the opportunity to increase earnings, will stimulate his employees to come up to the American standard.

Our own observation, however, leads us to believe that such will not be the case.

Experience seems to indicate that an operative removed from his home surroundings is almost certain to adopt the standard of speed which he finds in the new location. In other words, he adopts the conditions set down by the majority as the standard

for the factory in which he finds himself.

In the work room, as in social and political affairs, the majority is seldom seriously influenced by the minority, at least, such influence, if any, is of very slow growth.

Some particularly expert operatives were taken from a Lynn (Mass.) factory to Canada for the purpose of stimulating the native employes, and after a few months, while the natives had shown no improvement, the Lynn operatives had retrograded in productive capacity nearly to the level of the Canadians.

German and English operatives who find employment in American factories become, in a short time, equally as speedy and efficient as the Americans, again demonstrating that the standard of a given locality or factory becomes the standard of the new operatives, whether it is higher or lower than the one to which he has been heretofore accustomed.

It is reports such as the above made by our German friend, that must tend to allay the fear of competition from European shoe manufacturers, nor is this the only instance which seems to indicate the fallacy of the notion that our shoe industry can possibly meet serious competition from abroad.

A Boston department store, according to one of our contemporaries, found that three English shoe manufacturers, when requested to furnish samples, prices and dates of delivery for their goods, stated that they were unable to do so because they were too busy manufacturing goods for home consumption and for export to South America.

Is it to be seriously doubted that had these firms recognized a great opportunity for the sale of their goods in the United States, they would have manifested a greater interest in the request made and would they not have foresworn some of their other business for the sake of gaining a foothold in the great American market?

INTERNATIONAL FAIRS.

The following anent the Panama Exposition makes mighty strange reading coming, as it does, from the publisher of a London shoe trade publication:

"It is not apparent why governments should be called upon to spend money in order to give an air of respectability to a glorified Pleasure Fair. For many years it has been increasingly obvious that these so-called International Exhibitions serve no useful purpose, save to attract money to the cities in which they are held. And we hope that the British Government will remain steadfast in its refusal to grant money in aid of the glorification at San Francisco."

Is not this rather an antiquated doctrine, especially for a trade magazine published in a country famed for its international trade and, is not the editor a bit shortsighted in making such a statement?

The very life of his own business is dependent upon advertising and, laying aside the question of value of sales made at an international fair, the advertising alone is worth to the merchants exhibiting all it costs. As for the government exhibit, the increased cordiality between the people of different nations ought in itself to be regarded as more than compensating for the comparatively insignificant sum necessary in carrying out the details of representation at this or any other international fair. Good fellowship is a necessary stepping stone to satisfactory commercial relations, and governments should not measure the worth of their acts by the money profits to be garnered.

SIMPLY DO ONE'S BEST.

Everything that happens to us leaves some trace behind it; everything contributes imperceptibly to form us. Yet often it is dangerous to take a strict account of that. For, either we grow proud and negligent or downcast and dispirited; and both are equally injurious in their consequences. The safe plan is, always simply to do the task that lies nearest us.—Goethe.

From time to time in the different shoe trade magazines one hears more or less about what is required, or necessary, for a foreman to do or to know in the making of the shoe to be successful.

Now, in considering the different requirements, the writer will confine himself to the making and finishing departments, except in such cases as may be necessary in illustrating some particular point or condition.

The conditions that a foreman will work under are, of course, difficult on different grades of shoes, and are also different in factories of same capacity making the same grade of shoes, and it does not follow that a foreman will be successful or otherwise, because he was successful in his previous experience with some other firm making the same line or grade of shoes.

There are three well defined divisions of making room and finishing room foremen in the shoe manufacturing industry as it exists today. First, the small factory type, where one foreman will have entire charge from lasting to treeing on both welts and McKays.

Second, those factories making from 2,000 to 5,000 pairs per day, and we find a foreman in charge of the making department, and one in charge of the finishing department. Third, the large factory making from 5,000 to 15,000 and over, here we find the foreman in charge of only one operation, or at the most, two or three.

It may be said that in the large factories a good general knowledge of either the making or finishing departments is of less importance than the thorough understanding of one or two operations and the ability to perform the operations in a first-class manner.

In other words, the large factory requires a man who is an expert workman on one or two particular machines. If, in the other requisites that are necessary in the successful foreman, such as ability to handle men, keep his department up to sheet, maintaining factory discipline, etc., it is doubtful if a foreman trained under the large factory system will meet with any great success in a small factory.

As an illustration of this statement we will say, a foreman has

charge of the heeling in a large factory, and has 20 operators, if two or three are out it makes very little difference. He is able to balance his organization for almost any emergency. Now let us consider the small factory condition. Twenty operators, as a rule, will be performing more than that number of tasks. Let us say the heeler is out, also the heel shaver and the bottom finisher. A condition of this kind frequently happens. It can be seen that a factory balance in the small factory, such as prevails in the large factory, is impossible. The only thing to do is to have each workman experienced on several different machines. If a foreman has not a good working knowledge of each machine, it is easy to see where he will fail.

It must not be inferred that the writer thinks or believes a foreman should be able to run every machine in these two departments and to do a first-class job on each machine. Many a foreman, in making a physical demonstration as to how it ought to be done, does a poor job on a machine that he was very expert at when on the bench, simply because he lacks practice, and the workmen think it is because he can't do it any better, and in looking over his work will say, well it's as good as the boss can do it.

The important point is to let the workmen know what can be done and insist on getting it. In this one thing, the successful foreman is not the first-class operator, but the man who can induce others to do their work well.

Another reason why some foremen are not successful in one factory is due sometimes to working on a cheaper grade shoe than he has been trained to handle. We will suppose a firm making a line of cheap welts and medium grade McKay shoes desires the services of a making and finishing room foreman. This firm secures the services of a foreman who has been uniformly successful on high priced welt shoes. The firm is, of course, pleased in

having secured this foreman and expect great things of him, as he has come highly recommended. The foreman, on his part, has been desirous of making a change for various reasons and enters on his new duties with the intent of demonstrating his ability as a practical shoemaker.

In looking over his department he observes that many of the top pieces the heeler is using are inferior in quality to what he has been accustomed to. He has them sorted out and rejects say, about 15 per cent of them.

He notices at the slugging that the slugs are spaced a little wider than he has been used to seeing them, and has the spacing made closer. He finds other things, such as the breast scourer using only one paper, the trimmers are not knifing the joints, the edges are set only once; he thinks they are making too many black bottoms, etc.

Now in making his changes he has put two or three cents on to the cost of production. Not only that, but he has made more work for some of his workmen, and they feel as though they were entitled to more money for extra work required.

This foreman has been accustomed to using only the highest priced stains and blackings, and is firmly convinced that a cheaper stain or blacking is not good enough. It is the writer's experience that many of the best stains and blackings, are not suitable for medium and cheap shoes and the prices quoted is no argument either for or against them.

These changes have not improved the shoe as he expected, and he becomes dissatisfied and discouraged; the firm is disappointed and begins looking for another foreman, and the foreman for another position. Now this foreman failed, not because he was not a good shoemaker, but because he was not used to making that type of shoe.

Many firms in selecting their foremen, believe as this firm did, namely, that if they wanted to improve the looks of their shoe

the thing to do was to get foremen used to making much better shoes. And the foreman thought that because he had a wide experience on good shoes that he was a competent man on medium and cheap ones.

The essential difference between the grades of shoes mentioned, is that the high priced shoe requires only first-class stock and the allowance for extras in each department is much greater, and the addition of a fraction of a cent to the cost is a small matter if it improves either the quality or appearance of the shoe.

In the case of the cheap and medium grades, the shoe must have style and finish. The quality of the material used in the construction of this grade is all that the selling price will allow, and the successful foreman is the one whose judgment tells him what the shoe will stand as to production cost in his department, and as to what will be the best finish as to desirability and cost. And the foreman on this grade of shoes has problems to solve that his brother foreman on the high priced shoe does not have to even consider. As to which of the three types of foreman described is most successful it is not easy to say; each may be a success, but the best all around man, to the writer's mind, is the one who successfully handles a department in a medium sized factory making medium grade shoes.

NEW PULLING-OVER MACHINE.

The new pulling-over machine, of which type quite a few have already been put out, has many very commendable features, and will be highly appreciated by both lasting room foremen and shoe manufacturers. This new type of machine drives three tacks on each side, and in this way is a distinct advance over the old type of machine. The compressed air pull on the new machine practically prevents all cripples and tearing of uppers. In one factory where this machine is being used, it is quite frequent for

a whole week to elapse without the operator having torn a single vamp, or tip. In addition to the above mentioned features, the lever for setting the upper on the last seems to be far more efficient than on the old machine, giving together with the compressed air pull, a far better lasted shoe than the old machine could possibly give.

While it seems to be a trait of human nature to continually hammer away at the big fellow, yet common honesty, and a sense of justice will impel every shoe manufacturer to acknowledge that no machinery company in the world gives anywhere near the same service as is given by the big company. And this is not only true in regard to improvement of old and development of new machinery, but it is also true in respect to the service given by the agents of that corporation. The writer saw in one factory, a new clinch nail machine made upon the principle of the strip tacker, and put upon the market by a St. Louis house. The superintendent stated that this machine gave the best service of any machine on the market for doing the same work, but the machine was, nevertheless, standing idle and unbelted. The only reason for this was that for over a month they had been trying to get a horn for the machine, which suited their style of work. The superintendent had written to both the house and to the agent, but a whole month had elapsed without either a reply from the house or a visit from the agent, therefore, the machine had been discontinued.

The day has gone by, when a big shoe manufacturer with a shoe factory full of shoes, can have this work stopped for a month, or even a week, because of poor service on the part of any machinery company. And it is safe to say that an inferior line of machinery even would be preferable to a manufacturer who must get out his goods, to even a superior line of machinery, the use of which necessitated a reduction of output. And such re-

duction is necessitated every time the manufacturer is forced to wait for machinery, repairs or parts. It, therefore, remains safe to say that no machinery company, no matter how good its machines are, can hope to compete with present lines of machinery now being used, unless it gives equal or superior service on the part of its office and agents, to that service which is being rendered by the big companies. In other words, superior machinery alone is not enough to interest the shoe manufacturer who must make his turn-over on time.

TO FITTING ROOM FOREMEN

A Suggestion That May Help.

The writer desires to ask all its readers who are in charge of upper fitting rooms, and all those, too, who are connected with stitching room machinery concerns, why it is the universal custom to set sewing machines and other fitting room machinery upon boxes or stands above the level of the fitting bench or machine table.

The work plate of the household sewing machine used in the home is level with the machine table, and work may be slid under the presser foot of the machine without the use of extra time or labor necessary to pick up the work and lift it to a higher level.

I am told that in many factories where shirts and wrappers, etc., are made, the work plate is also placed level with the table.

If this is a good thing in the manufacture of cloth goods, why is it not a better method still, for making shoe uppers, where the work is in small pieces, necessitating many motions for lifting up work instead of sliding it on to the work plate with the least waste energy and the minimum of waste motions?

At least one foreman of a large room has promised the writer that he will try out this idea and will try it out in a scientific way, giving the figures and results of his investigations to Red Book readers.

We, therefore, hope to hear

more of this idea within a few months.

We hope, also, that in making this test, the above foreman will select some of his younger operators who have not yet become too much set in their habits of work, that he will time their operations and daily output carefully before making the change and then, after giving them time to become fully accustomed to the new conditions, will time them carefully again.

It seems to the writer highly reasonable that sliding parts on to the work plate from a level work table will be productive of saving much of both time and labor. It might be wise for the foreman to instruct the operator to slide her pile of pieces forward in laying a case or a size down to stitch, so that the forward edge of each piece will touch the table and so always the top piece may be slid from the top of the pile without having to be picked up.

Or, to be more plain, the pile of parts should be canted forward, so that it will lie upon the table like a pack of cards tipped forward, in order that the top piece may always be slipped under the presser foot without necessitating the act of picking up each part. What do you think of this, who are foremen fitters?

STITCH INDENTING.

Some manufacturers are making shoes with an indented stitch in every three or four stitches. We have seen this on high-grade shoes and we confess that it gives the shoe a rather shabby appearance. Nothing is gained by it whatever, and we are of the opinion that it really detracts from the shoe. If indenting is to be done, it should be between the stitches, and indenting has a very valuable effect on closing the edges. Such indenting should be done before trimming, as this process of indenting makes the leather bulge a little bit. By trimming afterwards, a smooth and regular effect is obtained. Indentations may be put in by the blade or wheel machine, but, of course, the

I Saw

Novel Ideas and Devices Seen by Our Traveler.

I saw French chalk being shaken onto Russia calf shoes in the welt room out of a specially prepared box.

I saw an appliance for very rapidly trimming the excess upper stock from the edge of stitch-down shoes.

I SAW straps being put into men's shoes in a manner new to me, and it may perchance be new to some other fitting room foremen making men's uppers.

The method seen by the writer has the merit of being quick, not more expensive than the ordinary method, and far stronger.

The strap is first attached to the top in the proper position by the Singer label stitching machine. The foreman said it was a Singer 68 class.

After this, the back stay was put on in the usual way, and the strap stitched through by the back-stay seams. The shoes on which this job was being done was a men's medium Goodyear.

* * *

I SAW French chalk being shaken onto Russia calf shoes in the welt room out of a specially prepared box, something in the pepper box style. This was being done so that dirty hands would not get wax, sweat, or grime on to the shoe.

I was told that this precaution, when faithfully taken, prevented much of the usual soiling of Russia shoes, and made quite a saving in the cleaning cost in the treeing department.

From what the welt room foreman said, I gathered that the French chalk was bought in this package, which was a new departure. The box was apparently a paste-board box with a sifter top.

* * *

I SAW two day sheets being put into a big cutting room each day.

The room was producing 1200 pairs per day, and no one sheet could contain that many numbers,

especially in small cases like 24-pair lots.

Both the cutting and fitting departments were making ten shipments each day out of the room. In other words, on the hour, every hour, 1200, pairs of uppers were being sent from the cutting room into the fitting room, and from the stitching room into the lasting room.

The system was so good in this big factory and the volume of work was so tremendous, that an hour's accumulation was all the floor space would allow, and the department discharged the work each hour almost automatically.

* * *

I SAW, in a Maine factory, a foreman take a dark colored slip of material and a hot heel iron and melt some of the material into the holes, in a heel made by trimming out the Goodyear stitches. The thread was first picked out of the leather with the point of a knife. Then this material was melted into the stitch holes and sandpapered off on the heel scourer, and the heel finished making a perfect job.

The material was composed of leather dust gathered at the buffing machines, compounded with other materials, rolled out thin and cut into strips, in which form they are both used and sold.

* * *

I SAW a liquid wax, made by the foreman in a McKay factory, which was apparently the best thing out. It hardened quickly when the McKay stitch was set. It is claimed to set as firmly, and hold as hard, as melted wax. It acted as a lubricant in the machine, and the foreman claims that with its use the machine

parts, both worn and broken, total up only half the cost of what they did before its adoption. With the use of this wax there is no cost for gas to heat the iron. Operators can start work at once in the morning without waiting for a horn to heat up.

I SAW one coat of enamel being applied to patent leather tips made of a special prepared stock. This application was being made as soon as shoes were lasted and before the sole-laying operation. By this method, cracks were covered and small pleats of the stock were hidden clear underneath the edge of the sole, in places which could never be reached by scouring.

Then, when the shoes reached the treeing room, the second coat of enamel was applied and, if absolutely necessary, a third coat. In this a perfect job was secured.

I SAW an appliance for very rapidly trimming the excess upper stock from the edge of stitch-down shoes. In many cases, the surplus upper stock extending out beyond the edge of the shoe bothers the edge trimmer. In some factories this surplus has to be trimmed by hand and by other machines, but this appliance, designed by an ingenious Yankee, is attached to a certain machine of the United Shoe Machinery Co. and rapidly and neatly does the work.

And I Likewise SAW an appliance which, when attached to a common machine in the welt room, would quickly pound down welt butts and give a fine even job without welt skiving or randing, other than that done by the welter in carefully cutting off his welting.

This pounding so drives the welt and sole together that it forms an even line from the heel seat forward and does the work more quickly than hand randing, and does not cut the stitches.

And, at that, the half has never yet been told regarding the new and good things in the country. Come on, next, with yours. For every one you give, you'll get a thousand.

THE HEEL SEAT.

Spring heel shoes are made with the heel fastened on top of the sole. The usual way is to place the heel under the sole and nail the heel-seat. The shoes seen, were made turn and sewed all around and the heel was cut slanting at the breast, like all regular spring heels that are ready to be inserted underneath the sole. Then the sole must be first moulded to adopt the shape of the heel and the heel-seat must also be nailed in, which requires much more time than when the heel is applied from the outside. The shoes thus heeled from the outside were high grade shoes. Some shoe-makers claim that a nailed heel-seat is the best heel-seat. The writer believes in sewing around the heel-seat, as the difference in the final result is not worthy of notice, and the speed is so much greater. In sewing around a heel-seat the shoe must, of course, be held perfectly flat. That is the only redeeming feature of the nailed heel-seat, which is entirely possible by sewing properly and decisive leveling of the heel after relasting. The heel-seat, with the sole, must be made perfectly flat.

—The first button should be placed at least one inch from the throat of the vamp, as nearer to the vamp seam would tend to bear down and pain the wearer underneath the button, especially so in a tight fitting shoe, and a button shoe must fit tightly over the instep.

—Some manufacturers will thin down the shank part of the bottom, and the writer believes that to be wrong in a winter shoe. A thin shank will be easier to level down to the lines of the last, but affords little protection to the foot. The plantar region of the foot calls for more protection than any other part, and the shank should at least be as heavy as the forepart. The writer believes in a narrow shank and a heavy sole. The narrow shank will allow the vamp to come under the foot and properly support the arch after the shoe is laced or buttoned.

In organizing a factory and devising a cost accounting system, due consideration should be given to depreciation. Some have neglected this because a greater part of the machines are leased. Had they stopped to count and separate their equipment, they would have seen their great error.

Depreciation bears directly upon the cost of production and depreciation on machines and tools is as much a part of the cost of production as is material or labor.

Some of the small factories and even some large ones do not write off any depreciation on their equipment. Depreciation in one factory was considered as a part of the risk of investment, and the increased valuation of the factory property was expected to offset the depreciation. For years these two things were left to balance one another. The firm prospered; the capital stock of the company increased until it grew to be several millions of dollars. An expert systematizer was hired, and about the first kink that he straightened out was to write off something like a half-million dollars for the depreciation in the firm's eight fac-

tories. This practically wiped out the dividends for that year. The stockholders became dissatisfied and several sued the firm for an accounting. Some even went so far as to ask the court to appoint a receiver. Court costs and lawyer fees ran up into the thousands of dollars, and a decision was handed down in favor of the company, sustaining the systematizer's work in writing off the depreciation for the years back. This, of course, is an isolated case, but it is given here as an example to show the importance of not neglecting to write off the proper amount of depreciation.

Some firms even go as far as to write off a small amount on the factory investment where the firm owns the factory site and building. In this case, if the building is of substantial brick, the estimated life is from 30 to 35 years. A frame building is much less, averaging 15 or 20 years. In writing off depreciation on buildings, no certain amount can be given since this depends on the particular structure, and each case has to be considered individually.

The machines, tools and all the factory equipment owned by the company may be estimated on a

safe flat basis to save red tape. Ten years is about as long as it is safe to count on the life of a machine. Of course, some will last only 5 or 6 years, and others 20 years, but 10 years is a safe average when the equipment is taken as a whole.

The machinery used in the manufacture of shoes is a productive factor, just as much as labor; in fact, it represents labor. It is used as a substitute for the old hand method of making shoes. It differs from labor in this one respect, it is an asset of the company, subject to an interest on investment and also to depreciation charge. Inasmuch as a machine takes the place of labor, a wage should be established for each particular machine, one that will enable it to pay for itself. In this particular case, we have to figure each machine individually. On machines leased on the royalty plan at so much per unit, the wage should be calculated the same as if a man was hired at so much per unit, since the machine takes the place of work formerly done by men.

It is often the case that a machine comparatively new and in good order is thrown out to be replaced by one of a later design. Then we sometimes miss our calculations as to the amount of depreciation we ought to charge. The proper organization methods and systems provide a right and complete way to overcome this as it does in other complicated cases.

For an example, let us take a machine that we have counted on operating 10 years. The machine cost \$100.00. It has been in service three years and we have taken off 10 per cent each year, \$30.00 for three years, leaving the machine cost at \$70.00. If we trade it in on a new machine at \$70.00 we have lost nothing, but if we trade it at \$50.00 we have lost \$20.00. This \$20.00 should be added to the price of the new machine and so figured when depreciation is charged off. If the machine is sold for scrap, the price received and the depreciation that has been charged

off should be added and the total subtracted from the original price, and the amount that is left added to the price of the new machine and depreciation figured accordingly.

All the equipment and anything that deteriorates should be figured in the same way. This even takes in the building if the firm owns it. In some instances, property increases in value, but this is separate and apart and should be kept so. Building depreciation is generally covered by the company charging so much for rent, which covers the ground in a less complicated way. In this case, rent enough should be charged to make the investment pay after insurance, taxes, and repairs are deducted. A sufficient amount should be provided to pay back the investment during the life of the building. For example, a drayman's outfit costs him \$500.00. The life of the outfit is 10 years. He counts on a living wage for himself in proportion to the amount of work and effort he puts into his business. He figures a day's wage for his team and other equipment. Then he must figure something over a wage, for every day his investment is growing less valuable; it is wearing out and he will soon be without facilities with which to carry on his business. To overcome this, he adds profit above his wage to cover the cost of depreciation. So in the manufacture of shoes, if we do not reckon with depreciation, we will lose our investment in time and be without the facilities for manufacturing, though we may have been making shoes at a profit.

If the firm does not own the building the rent is figured as general expense.

It is these things that make the stock of the large corporation sound and salable, more so than stocks of small concerns that pay twice the dividends but do not fortify themselves as completely in places of minor importance. This emphasizes another point that should not escape notice, where the proper amount of de-

preciation is not charged off, dividends may be declared that were only earned in part, or perhaps not at all. We have known of such cases, and they are by no means isolated. In one instance, a firm at the end of the season, found its equipment entirely worn out.

The treasurer and bookkeeper were called upon for an up-to-date statement, which was given. The firm owed no debts and had money enough to carry on the increased business, but no money for machinery. They owned and occupied their own building, and it would have to undergo expensive repairs before the new machinery was installed. The majority of the stockholders were business men who invested or spent their dividends elsewhere and could not or would not put up more money. There were some whose suspicions were aroused, and an expert accountant, who happened to be a systematizer, was put on the books. A thorough examination was made, which consumed several weeks. His report to the dissatisfied stockholders was that the business and books were both in good shape, all monies were properly accounted for and balanced to a penny, and the firm was in a fairly prosperous condition, but he found old methods in vogue, and one in particular, they had not charged off any depreciation, and, therefore, dividends had been declared far in excess of earnings. In all the years they had been in business, they had paid no especial attention to the office end. Their business was increasing, good dividends were paid; the firm went bankrupt because it had not charged off any depreciation. The dividends received represented the investment paid back.

(To be Continued.)

KEEPING SHOES WHITE.

A white dressing is applied to white shoes before edge trimming. This white liquid is applied with a brush, and any soiled spot on the upper is taken off when this dressing has dried and is brush-

ed off with a stiff rotary brush. The writer was informed that soiling of the upper was impossible after this liquid had been applied. The dressing is quite thick and somewhat oily. The writer asked the boy who applied the liquid with a wide, hard brush to canvas shoes, whether or not this liquid were generally used for such a purpose? The boy said he had worked in many factories, but never had seen the liquid used for a covering before. As used in this factory the liquid serves the same purpose as a paper cover on colored shoes. When applied to a canvas shoe the upper hugs the last very tightly when thoroughly dry, and lasting is thereby improved to perfection. This liquid comes in kegs of five gallons and should be applied very evenly all over the upper. If some of it drops on the sole, it can easily be rubbed off, as it is not made to stick, but only to stay temporarily on the shoe.

A NEW BED LASTING MACHINE.

A new bed lasting machine for wiping toes and heels has been patented which, although simple of construction, has improvements of great value. In this machine, when the heel wipers advance, it forces the shoe downward on the forepart support and thereby sets the forepart against springs which can be adjusted to hold the work and 250 pounds pressure, while the toe wipers are operated.

The wipers can be set in very quickly and the operator has only to push the wipers into the machine where they are automatically held in position. It is claimed for this machine, great speed and quality of work. There are two types manufactured, one for welt and the other for McKay work, and on the welt machine the toes are held by a wire. The carriages for heel and toe wipers are easily moved back and forth and lock toward the shoe automatically.

—A carload of shoes weighs about seven tons!

New Patents in the Trade.

What They Are About and the Claims Made for Them. Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

We give below a list of the patents issued during the current week. Anyone desiring further information regarding them should inquire of the office of American Shoemaking.

Portable Shoe Elongating Implement—No. 1,080,918, to Herbert E. Maine.

Rounding and Channeling Machine—No. 1,080,902, to Andrew Bopler.

Polishing Wheel—No. 1,080,561, to Joseph Joseph.

Heel Cushions—No. 1,080,781, to John Razntch.

Buttonhole Working Attachment for Sewing Machines—No. 1,080,729.

Instep Support—No. 1,081,057, to Michael J. O'Rourke.

Sewing Machine—No. 1,080,877, to Fred Ashworth.

Sole Sewing Machine—No. 1,080,879, to Arthur Bates.

Anti-clogging Attachment for Button Fastening Machines—No. 1,080,996, to George W. Perkins.

Leather Rolling Machine—No. 1,080,943, to Henry W. Winter.

Machine for Burnishing the Edges of the Soles of Boots and Shoes—No. 1,080,804, to Zotique Beaudry.

Heel Building Machine—No. 1,080,682, to George A. Dobyne.

Wheeling and Edge Setting Machine—No. 1,080,961, to Louis W. G. Flynt.

FINISHING MACHINE.

No. 1,080,207.

Letters patent have been granted Frederick M. Furber on an invention which relates to finishing machines and particularly to machines for finishing heel edge or other surfaces of boots and shoes and it has for its object to provide means for more rapidly and perfectly finishing surfaces and for doing the work with less labor on the part of the operator than has heretofore been possible.

The invention is herein shown, for the purpose of explanation, as embodied in a machine or tool for beading or burnishing and for mill-

ing or indenting heels, and that tool comprises a beading tool or member and a milling tool or member. The milling member which has a toothed periphery for indenting the work, is shown as mounted to turn freely upon a shaft so that it may have rolling contact with the surface of the heel. Means is employed for imparting to the milling member movements from and toward the work in addition to the rolling movement over the work. This movement outwardly and inwardly, or radially in the example shown, is effected by eccentric portions of, or projections from, the

shaft on which the tool is mounted. These projections are arranged to impart to the tool movements outwardly with relation to the axis of the shaft for forcing the tool against or into the work, and the intervening portions of the shaft permit the tool to move toward said axis under the pressure of the work against it. The effect of this construction is to give to the tool a rapid vibratory movement to beat or indent or both to beat and to indent the surface being finished. In the heel finishing tool shown, a beading or burnishing member which is also employed serves with relation to the milling member as a depth gage, to determine the depth of the indentations formed by the latter, and also as an edge guide, for it is formed and arranged to run in

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CATALOGUES ON REQUEST.

Universal Shoe Machinery Co.

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the rand crease while it burnishes and shapes the bead or edge of the top face of the heel. This guide assists the operator in forming a straight line or series of indentations with the milling tool and as a depth gage it assists in the formation of distinct, well-defined indentations, the teeth of the milling tool being driven sharply into the stock and spaces between the indentations being beaten by those portions of the tool between the teeth and by the inclined side faces of the teeth. The vibrated beating member and the rotated burnishing member may be formed and arranged with their acting faces adapted to treat successively or alternately the same portions of the surface to be finished as the work is moved with relation to them, such an alternate beating and rubbing being well adapted to form a hard burnished surface.

HEEL BUILDING MACHINE.

No. 1,080,682.

Letters patent have been granted George A. Dobyne on an invention which relates to machines for building heels.

Heels are generally built up of lifts which are cut from scrap and waste material. In the utilization of such scrap, not only is the heel made up of layers, but the separate layers are built up of pieces. These pieces are pasted together and temporarily secured together by means

to be used economically for the following reasons: Where the lifts are assembled in a mold, these lifts must be inserted in a "hole," which necessitates that each lift or piece be dropped in place and the operator cannot therefore use both hands at once for placing the lifts in position, since the small space in the mold will not permit such operation. The result is that the assembling operation has been performed heretofore to a large extent by assembling the lifts against a small gage on a table, and the fastener was also driven by hand. This is, of course, an exceedingly slow and expensive method and requires that the operators first assemble the heel by hand, and then pick up a hammer and drive the fastener.

One of the objects of this invention therefore is to construct a machine in which the lifts can be rapidly assembled and fastened together, the positioning means whereby the lifts are assembled being so constructed that the operator can use both hands at once to place the lifts in position from opposite sides.

Another object is to construct a machine in which as much of the operation as possible will be automatic, leaving the operator's hands free at all times to assemble the lifts.

Another object is to construct the machine so that the lifts may be automatically fastened together when assembled, and clamped while being fastened.

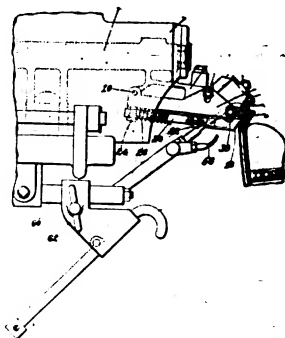
Another object is to construct the machine so that the use of the necessary paste will not clog up and interfere with the bearings and guides, and to arrange the elements of the mechanism so that wear and friction will be reduced to a minimum.

WHEELING AND EDGE SETTING MACHINE.

No. 1,080,961.

Letters patent have been granted Louis W. G. Flynt on an invention which relates to machines for fin-

of one or more fasteners, and then the assembled lifts are placed in a press and left to dry. Such a press is able to accommodate a large number of assembled heels, the heels being piled in the press and the whole being subjected to pressure until dry or nearly dry. The pieces of scrap are entirely too irregular and ununiform in shape to be automatically assembled by mechanism, and therefore the assembling must be done by hand. In order that the method of building heels from scrap or waste leather may be used economically, the apparatus must be so arranged that the lifts can be assembled rapidly and by unskilled operators. In apparatus which has been heretofore used to a small extent, the lifts were assembled in a mold and then secured by a fastener. Such an apparatus, however, rendered the method entirely too slow



ishing the marginal portions of the soles of boots and shoes.

More particularly it relates to the machines of the type that set the edge of the sole and

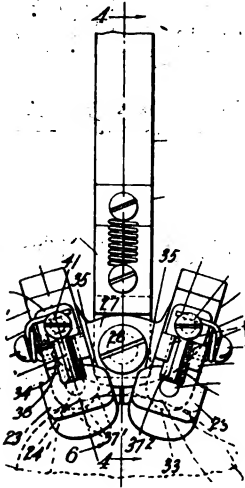
simultaneously wheel or indent the upper marginal surface of the sole.

The invention aims to devise a machine of the character indicated which shall have provision for effecting readily the adjustment of the tools and for holding them securely in their adjusted positions, and particularly to devise a construction that can be manufactured more economically than similar machines heretofore proposed.

MACHINE FOR BURNISHING THE EDGES OF THE SOLES OF BOOTS AND SHOES.

No. 1,080,804.

Letters patent have been granted Zotique Beaudry on an invention which relates to an improved machine for burnishing the edges of the soles of boots and shoes, the



invention being particularly directed to an improvement in the burnishing irons and the manner in which they are carried by the reciprocatory member of the machine and presented to the edge of the sole to be burnished.

The object of the invention is to provide a machine in which the bur-

nishing iron or irons are so supported that they will rock readily to accommodate themselves to the varying curves of the sole of a shoe, either longitudinally of the edge of the sole or laterally thereof, so that the working face of the burnishing iron or burnishing irons will be presented to all the different parts of the edge of the sole in substantially the same relative position.

SHOEMAKING IN THE FAR EAST.

The custom shoemakers in China make a pair of hand-made shoes for \$2.50. The consumer furnishes his own last. The leather used by the custom shoemaker is locally tanned in China. The finish of the shoe is not very good, but it is comfortable and durable.

Japan now has half a dozen good factories, equipped with machinery and employing 300 to 400 people each. In Manila there are two factories using American machinery; in Hong Kong one shoe factory using our machinery; in Shanghai a company is just being organized to run a good-sized factory. Throughout India there are probably a dozen McKay factories, some with a capacity of 2,000 pairs per day. These plants turn out an all-leather shoe at three shillings per pair, factory cost.

FORMER SHOE MANUFACTURER DEAD.

Mr. A. P. Simard of Biddeford, Me., died at his home Dec. 6 after only a few hours' illness. Mr. Simard was 73 years old, and for twenty-two years was connected with the shoe manufacturing industry, and was at one time a member of the firm of S. Newcomb & Co. During the last years of his life he conducted a cobbling shop and passed his time repairing shoes, to the manufacture of which he had devoted so many years of his life. Mr. Simard was noted for his high business integrity.

Stop asti

Do you realize how much WELTING is wasted in reel breaks at the grooving machine it adds through carelessness, or a wrongly adjusted machine, such an absence of UNIFORMITY as to cause

THE REMEDY

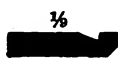
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You Want.**



STANDARD "1/8"



STANDARD "1/8"



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To be brief: In a 33 1/3 yd. hank of Brockton you get 33 1/3 yds

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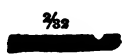
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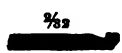
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**ktion Rand Co. ALREADY GROOVED
AND BEVELLED
NAL EXPENSE**

1" GROOVE

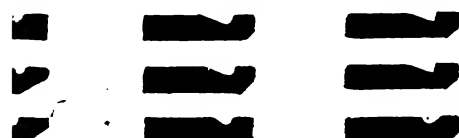


1" GROOVE



**Note a Few
of the
Possibilities**

**1" GROOVE AND BEVEL
E ADAPTED TO ANY WEIGHT**



four own invention in a manner which
joint from end to end, and with a groove
width throughout.

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of which EVERY INCH is available.
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Packed one dozen in a carton.

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Sales Department

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Trade Notes, Personals, Etc. [

—The Diamond Shoe Co. of Brockton, and the Regal Shoe Co. of Whitman, have accepted the advance granted by the State Board to the sole leather cutters.

—The annual meeting of the Brockton Shoe Manufacturers' Association was held last Monday afternoon at the Commercial Club. One of the principal matters for discussion was the demand of the dressers and packers for an increase on the day wage from \$1.75 to \$2.00 per day.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday evening, one new member was admitted, and arrangements were made for the annual nomination of officers, which takes place at the next meeting.

—Francis C. Kingman, manager of the jobbing and shipping departments at the W. L. Douglas Shoe Co. plant in Brockton, was elected High Priest at the recent election of the Satachet Royal Arch Chapter of A. F. and A. M.

—Shoe shipments from Brockton last week amounted to 11,067 cases, sent out from shipping points as follows: Brockton Center, 2085 cases; North End, 5350 cases; South End, 3035 cases. The total shipments to date amount to 678,744 cases, a gain of 18,611 cases over the figures for the same number of weeks last year. The valuation is estimated at \$47,515,080.

—M. Frederick Wallace, for the past eight years with the United Shoe Machinery Co., has taken a position as master mechanic at the W. L. Douglas Shoe Co. plant in Brockton. He will have entire charge of all machinery in the plant, including all the electrical machinery. Before going with the United Shoe Machinery Co., he was employed as an expert electrician under Chief Engineer Greer Eaton, and at one time he was employed as electrician at the George E. Keith Co. plant. He succeeds William McLean, who recently resigned to accept a position as superintendent of the gang rooms at a factory in the provinces.

—William Hurley has taken a position as foreman of the finishing room at the factory of Alden, Walk-

er & Wilde, in East Weymouth. For the past twenty-two years he has been employed at the factory of the M. N. Arnold Co. in North Abington.

—Last Thursday morning Alonzo E. Nelson head engineer at the Geo. E. Keith Co. plant, who was severely injured by escaping steam some time ago, and narrowly escaped death, was called into the private office of George E. Keith, and in the presence of the other members of the company, was presented with an elegant gold watch with the inscription: "Presented to Mr. Alonzo E. Nelson by the George E. Keith Company, Dec. 11, 1913, in Appreciation of Faithful Service as Engineer from June 15, 1880." He was then given an extended vacation to fully recover his health, which was badly affected by the trying ordeal that he had passed through.

—John P. Meade, business agent of the Mixed Union of Brockton, was one of the speakers at the New England Organization Conference, at Lowell, Sunday afternoon.

—At a meeting of the Dressers' and Packers' Union of Brockton last Monday evening, it was voted to ask for a minimum wage of \$2.00 for packers. The minimum wage now is \$1.75 per day. The business agent will take up the matter at once with the shoe manufacturers.

—The New England Shoe and Leather Association are to urge President Wilson to appoint Arthur B. Butman, formerly of Brockton, to a position on the Interstate Commerce Commission, made vacant by the retirement of Commissioner Prouty.

—William H. Emerson, treasurer of the Churchill & Alden Co. of Brockton, has been elected a trustee of the Masonic Educational and Charity Trust, for an eight-year term, beginning January 1st, 1914, at a meeting of the Grand Lodge in Boston last week.

—The new blower system being put in for the Brockton Last Co. is nearly completed and will be a big improvement to their plant.

—The engagement of Miss Alice A. Allen and John J. Daly has been announced, and the wedding ceremony is to take place January 1st at St. Edward's Church in Brockton. Mr. Daly is foreman of the gang room at the No. 1 factory of the

IF YOU WANT

to sell Shoe Findings, Shoe Tools, or any Specialty in the Shoe Trade, let us have them.

It pays to deal with us, for we deal direct with every Shoe Manufacturer in Great Britain.

We are large buyers and quick sellers.

LIVINGSTON & DOUGHTY, Limited
American Importers LEICESTER, ENGLAND

Thousands of Dollars of Shoes Returned with Cracked or Peeled Tips

—That's the experience of manufacturers who have tried new methods of patent leather repairing. These manufacturers are now insisting on getting the old reliable—

MULLEN REPAIRERS

for all their work.

DON'T GET CAUGHT with experiments but stick to Mullen's Repairers and they will never stick you.

Our
Line
Includes

MULLEN'S

PATENT LEATHER REPAIRERS
RUSSET LEATHER REPAIRERS
OIL STAIN REMOVERS
CRAYON REPAIRERS

MULLEN BROTHERS

Pioneer Manufacturers of Leather Repairers

BROCKTON, MASS.

An automatic machine
for skiving leather or
leather-board shanks

Shank Skiving Machine

Uniform Work
Large Capacity

W. J. YOUNG MACHINERY CO., Lynn, MASS., U.S.A.

GIMSON & CO., LEICESTER,
English Agents

Write For Particulars
Represented by

NOLLESCHÉ-WERKE CO.
Weissenfels, Germany

W. L. Douglas Shoe Co., where he has been located for the past three years. Before coming to the Douglas factory he was foreman of the gang room at the L. Q. White Co. in Bridgewater. He is a resident of Holbrook and prominent in the social and fraternal life of the town, and is now serving as chairman of the school committee. After the wedding they will reside in Brockton, on Richmond street. Mr. Daly is a member of the Brockton Association of Superintendents and Foremen.

—The State Board of Conciliation and Arbitration have handed down a decision that will give an increase of twenty cents per day to the wages of over one hundred men employed in the several factories of Brockton, giving a daily wage of \$3.25 per day for cutting outer soles, and \$2.75 per day for cutting inner-soles. John P. Meade, business agent of the Mixed Union handled the cases for the employees.

—Next run the W. L. Douglas Shoe Co. of Brockton are to add a line of 'boys', 'misses' and children's McKay shoes. The present No. 3 factory will be raised one story, which will give them room to turn out 1200 pairs of shoes per day. On that grade of shoes this will mean the employment of about 400 people, which will make a total of about 4,000 employed in this great plant.

THE NEW S. & P. LANTERN SLIDE FACTORY.

Smith & Perkins, manufacturers of S. & P. lantern slides, which are being used in all parts of the world for displaying colored, attractive designs of shoes, etc., on the screens of the moving picture theatres, recently gave an exhibition to the trade at their new factory on Denton street, Brockton Mass. A large number of their customers, and others interested in this much talked of new method of publicity, were taken through the factory and shown the various interesting steps in the process of making these slides.

The new building is of brick construction with plenty of windows, giving an abundance of light, which is necessary for the delicate hand work done.

The offices face on Denton street, which is the next parallel street to Main street, Campello, almost opposite the Churchill & Alden factory. Interior office furniture and effects are of antique oak, and the wainscoated walls are topped with a dark red burlap. Immediately adjacent to the office on the left is a capacious display room, where are exhibited a select number of their lantern slides and art work. This room is equipped with a small lantern equipment to give the visitor an idea of how the slides actually look on the screen.

In the rear, facing Main street, is a long artist's room, where light coloring artists touch up the glass plates.

On the second floor, over the offices, is a dark room, where the glass prints are made, while in the west corner is an art room where designs and artistic creations are originated in preparation for the photographing studio immediately adjoining. Over the coloring department described is another dark room, where the photographs are made ready for the lantern slide transfer.

Harold Smith and Harry Perkins, the originators of the business, report that they are now doing business wherever lantern slide shows are given. This is remarkable progress in that the firm has only been organized about two years.

SOME BIG TASKS.

The Industrial Bureau of the Lynn (Mass.) Chamber of Commerce, which was recently formed, will take up the following matters:—

In and out package and carload freight; employment agency, trade extension, domestic and foreign; made-at-home products; publicity; made-in-Lynn stamp; goods display; relation of employer and employee; inter-transportation of employees; municipal improvements; industrial survey of city; card index of manufacturers; skilled and unskilled labor supply; raw material; freight rates; building sites; factory space; taxes; housing of employees; food supply; industrial incubators; factory additions; financial assistance; community relations between capital and labor.

A CONVENIENT DIRECTORY.

La Chaussure Francaise of Paris, France, have sent us a copy of a recent publication entitled, "Technisches Woerterbuch fuer die Leder-industrie," which is a convenient reference book giving German and French equivalents of English technical words. The book will be found a great convenience for reference by those conducting correspondence in either of the above languages. Arrangements to secure copies of the book may be made through the office of American Shoemaking.

SHANKS of all kinds

CHURCHILL & ALLEN, Lynn, Mass.

LYNCHBURG (VA.) ITEMS.

—Mr. H. Beckwith, of the Beckwith Box Toe Co., was in town on a business trip recently.

—Mr. Perry, agent for the United Shoe Machinery Co. of the Philadelphia office, was in town and spent a few days looking over the machines in the stitching rooms, in which line of work he is employed.

—Mr. Erwin Rathburn, who was foreman of the stitching room at the West End factory of the Craddock-Terry Co., has resigned his position and is going to the home of his wife at Marion, Ind., for a much needed rest. Mr. Rathburn has been laid up for a few weeks and needs a rest very much.

—Mr. Walter C. Hoxie, who is a representative for the Dunbar Pattern Co. in the Southern district, was in town this week.

—Mr. Carter, of the I. B. Williams Co. of Dover, N. H., was in town calling at the factories here.

—Mr. J. A. Rorarty, of the Eyelet Stay Co. of Brockton, Mass., was in town last week.

—Mr. Louis Darbey, who represents the Mullen Bros. of Brockton, Mass., was in town the past week. He got a good bunch of orders as usual.

—Mr. Otto Cruise, of the Boston Machine Co., was down the past week and came in with his usual smile.

—Mr. Clark, of the American Shoe Findings Co. of Whitman, Mass., was in town last week.

—Mr. Radford who is with the Empire Last Co. of Rochester, N. Y., was in town recently.

—Mr. Irwin Rathburn, who was formerly foreman of the stitching room at the West End factory of the Craddock-Terry Co., is selling out his household furniture as fast as he can.

—The Southland factory of the Craddock-Terry Co. is going to beat all others this year with their samples. They are going to get them out before Christmas, so they say.

—The West End and the Jefferson street factories of the Craddock-Terry Co. will not get their samples out until after the New Year. The West End factory samples are looking pretty good.

—It is reported that Mr. S. S. Minister has gone with the Clarke Bros., Limited, of St. Stevens, N. B. Mr. Minister was with the West End factory of the Craddock-Terry Co. for six or seven years.

—The Kosmo Kid Company is the name of a new concern recently started in Lynn, Mass. N. A. Sahlin, formerly of the Delaware Leather Company, will be manager of the new company, which will occupy the factory formerly used by the Pevear Company.

If the seams of your patterns are graded you will have trouble.

The PRESTON POWER CUTTING GRADING MACHINE

grades patterns without grading the seams.

*Is your pattern
maker using
this machine?*

A.F. PRESTON

280 Dover Street, Boston, Mass.

Ashland Leather Co.
ASHLAND, KY.

Scoured Oak Sole Leather

**Rough Belting Butts,
Bends, and Shoulders,
Backs, Bellies
and Heads.**

*Tanned From Packer
Hides, In Vats With
Oak Bark.*

GENERAL SALES OFFICE

**180 No. Franklin Street
CHICAGO**

BRANCHES

Boston—St. Louis—Rochester—Los Angeles

JEFFERSON CITY FLASHES.

—Tom Schall, formerly cutting room foreman for the Hamilton-Brown Shoe Co. at their Columbia (Mo.) factory, is now traveling the states of Illinois and Indiana for the Star Clothing Company of this city. We wish Mr. Schall success in his new undertaking.

—Geo. A. Kleiner, traveling the Central States for the tanners, A. L. Gebhardt & Co., of Milwaukee, Wis., was in this city for several days, calling on the trade.

—Mr. R. Wright, superintendent of the Bolivar street factory of the International Shoe Company, is at headquarters in St. Louis, talking over prospects for the new run, which started the first of the month.

—W. F. Ross, the box man with Fort Wayne Corrugated Paper Box Co., was in this city calling on the trade.

—Henry Guhleman, secretary and treasurer of the Parker Boot & Shoe Company, was in Kansas City, Mo., where he went on business for his company.

—Mr. Charles Tweedle, superintendent and general manager of the A. Priesmeyer Shoe Company, had business in St. Louis last week.

—P. Doan, who is superintendent of the Kirksville (Mo.) factory of the International Shoe Company, went to St. Louis to confer with the head office.

—Charles Pearce, the shoe trimmings manufacturer, is in Cincinnati and other Ohio shoe towns, where he is calling on the trade. Also, Mr. Pearce is looking over a location for an office to take care of his Southern business.

—A. A. Gallagher is now in charge of the Mexico (Mo.) factory of the International Shoe Company, succeeding Mr. W. J. Morris. Mr. Morris resigned to go to Quincy, Ill., where he is starting a new shoe factory with his brother, who was formerly superintendent of the Kirksville (Mo.) factory of the International Shoe Co.

—It has been reported that Mr. Grot, who for many years past has been foreman of the lasting room at the Black Diamond factory of the Peters branch of the International Shoe Co. in St. Louis, has resigned.

—Mr. A. L. Hansen of the National Utilization Company, out of the St. Louis office, was in this city contracting for the different shoe factories' offal of leather scraps.

SHOE SCHOOL GRADUATES.

At the recent graduation exercises of the Boston Continuation School, addresses were made by Owen D. Evans, W. Stanwood Field of the school faculty and Thomas F. Anderson. Prediction was made that Massachusetts would some day have a shoe trade school like the Lowell textile school.

Diplomas were presented to Eugene H. Merritt of F. A. Trautwein

& Co., Henry Ascher, Lester W. Floyd and Ralph W. Stevens, A. C. Lawrence Co.; William B. Grant, B. E. Cole & Co.; Richard W. Harkness, Rice & Hutchins, Inc.; Henry L. Harvey, Regal Shoe Co.; Louis G. Hayes and Crawford E. Jennings, Cassella Color Co.; Herbert S. Holmes, Farnsworth, Hoyt & Co.; William A. McGaffee and Edward K. O'Loughlin, T. G. Plant Co.; John C. Trainer, Stetson Shoe Co., and William S. Newhall, Hilliard & Merrill, Inc.

The next class will begin Jan. 12, 1914, and the trade is cordially invited to send as many young men as pupils as possible.

FOREIGN TRADE OPPORTUNITY.

Communications in regard to these opportunities should be addressed the number, care of the Bureau of Foreign and Domestic Commerce, Washington, D. C.

No. 12109. Boots and shoes.—An established commercial traveler, having four canvassers on the road who visit all sections of South Africa, desires to secure the exclusive agency for British South Africa for the sale of American boots and shoes. Manufacturers desiring to enter this market, who are not already represented, are requested to send to the inquirer their catalogues, stating discounts, if any, to the trade and the commission they are willing to allow an exclusive agent. It will be appreciated if duplicates of the letters and catalogues sent in response to this notice are forwarded to the consular officer submitting the inquiry.

NEW DEMAND FOR MAT KID LEATHER.

Some makers of women's shoes now are cutting up much mat kid leather, chiefly for Colonial pumps for next spring and summer. They are using the mat kid leather in place of dull calf, which is high in price. The mat kid leather is made of selected kid skins, chrome tanned, and dressed with oil. The oil nourishes the grain. The leather is ironed by hand, usually with electric irons. It takes a smooth dull finish. Imitation mat kid leather is made of cabretta, or even of sheep leather.

INCREASED CEMENT OUTPUT.

C. L. Hawthaway & Sons, Boston cement manufacturers, have been making many changes and improvements in their factory equipment, and have largely increased facilities so that the factory now has a capacity of 180 barrels per day.

Hawthaway cements have, for more than a generation, been recognized as a standard by which other cement values have been measured. With the improved facilities, the Hawthaway cement factories are now said to be the largest in the world.

VOCATION OF SHOEMAKING.

Frederick J. Allen, of the Boston Vocation Bureau, has begun a study of the shoe industry of Lynn, Mass. He has already made a study of the shoe industry in Brockton, Mass., and at the Plant factory at Roxbury, Mass., and in the McEwain factories. Such information as he gathers he will boil down and put into book form for the benefit of the shoe workers. The purpose of the book will be to outline the various branches of the shoe trade, and to show what each branch requires of a man and what rewards it will pay him. Such books have already been written of other industries, after studies of them. The work is purely educational in character. The Vocation Bureau is maintained by some leading business men of New England, including several shoe men. The New England Shoe and Leather Association is co-operating with the bureau in its work in the shoe trade.

ROPE SOLE SHOES FOR INDOOR WORKERS.

Rope sole shoes now are worn by some indoor workers in the winter time. Carpenters, painters and building mechanics in particular find them useful. These mechanics usually exchange their street shoes for work shoes when they go "on a job." If they work in buildings which have polished floors, they must have shoes that won't scratch. Old leather sole shoes, with nails in the heels, won't serve. Nor will rubber sole shoes, because they leave a mark on the floor with every step. The rope sole shoes won't scratch or mark the floor. Besides they are cheap and durable.

RUBBER PLUGS IN SOLES.

Makers of dancing shoes now put three rubber plugs into leather soles of their shoes. Each plug is a little larger than a dime. Two are put under the broad tread of the foot, and the third under the big toe. The plugs provide for a frictional grip on the floor, and prevent slipping. While the rubber plugs are primarily intended for dancing shoes, yet it seems practicable to put them into street shoes, for the benefit of people who are afraid of slipping on the ice.

A SHOEMAKER'S DREAM.

A Lynn (Mass) shoe man, with a smooth running imagination, has in mind the making of shoes with storage batteries in the heels, and heating coils in the box toes. He says that such shoes would keep the feet as warm as toast, even on the coldest winter days. He gets his ideas from the new gloves for chauffeurs, which have heating coils in the finger tips.

Upper Stitching

done with Holland's Pure Dye Stitching Silk will prevent seams ripping.



To enable judging the strength of our silk will loan silk tester with sample order, on approval.

Our Button-Hole Silk improves the Appearance of all Button Shoes.

Complete line of Shoe Shades in regular and reverse Twist, on regular and Reece spools, at all our offices.

Established 1860

HOLLAND MFG. CO.

685 Broadway, N. Y.

MILLS:
WILLIMANTIC, CONN.

Branches:

Chicago
Boston
Cleveland
Cincinnati
Philadelphia
St. Louis
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237 So. 5th Avenue
77 Summer Street
33 Blackstone Building
18 East 4th Street
36 So. 3rd Street
1017 Lucas Avenue
13 Andrews Street

Lynn and the North Shore.

Trade Notes, Personals, Etc.

—Faunce & Spinney and their cutters have a difference over a price list on second grade shoes, and work in the cutting room has been suspended until an agreement is reached. Faunce & Spinney state that they have offered for cutting second grade shoes a price list corresponding to the price lists paid in eight other Lynn factories making the same grade of shoes. The cutters employed by Faunce & Spinney are willing to accept this list, the firm states, but the Cutters' Union refuses to allow them to do so. The second grade shoes consist of a line of shoes that was formerly made in the factory of B. F. Spinney & Co., Norway Me. Faunce & Spinney took over the business of B. F. Spinney & Co., and established a No. 2 factory in Lynn, in order to continue the manufacture of its shoes.

—A new issue has been raised by the lasters in the employ of Williams & Clark, Lynn. They decline to work on celluloid counters that are soaked in wood-alcohol to soften them before they are fasted into the shoes. The lasters claim that the fumes of wood-alcohol injure the eyes, and will make a man blind if he keeps on working on them. The State Board of Health has sent agents to the factory to investigate the complaints of the lasters. The firm has informed the lasters that it will endeavor to find some substitute for the alcohol.

—It is expected that T. A. Kelley & Co., kid leather manufacturers, West Lynn, will soon resume business. The creditors of the firm have agreed to accept a settlement on the basis of 42 1-2 cents on a dollar. Arrangements were made by the trustees for the payment of money sufficient for the settlement into the United States courts during the week of Dec. 17. It was expected that the court would immediately approve of the settlement, and that the firm would at once resume manufacturing.

—Dunn & Steedman have begun to make moulded counters in the Tynan factory, 28 Abblon street, Salem, Mass.

—The Wilkinson Counter Co., which is located in Salem, Mass., shipped one day last week a half-million pairs of counters to a customer in Europe. This is the largest shipment abroad that the firm ever has made.

—George C. Vaughan has leased the Atlantic tannery of W. F. Mosser on Broadway, Salem, Mass., and he will use it for the manufacture of ivory white sole leather, and for bark tanned offal leather.

—The Lasters' Union of Lynn has instructed its business agent to ask for an increase in the price list for combination lasting, for up and down lasting, and also for lasting lots of 12 pairs or less. The union bases its demand on a price list agreed upon by an arbitration committee in the case of the lasters against the Watson Shoe Co. The union sets forth its demand in the following letter:

To the Manufacturers:

The decision of the Board of Arbitration in the case of Lasters' Union, United Shoe Workers of America, against the Watson Shoe Co., resulted in an award to our union on the following items:

One-half cent a pair extra on all combination lots, and one-half cent a pair on all lots worked up and down; this latter clause to apply to all cases where the shoes are cut in such a manner as to compel the laster to last the shoes on different size lasts that the uppers indicate they should be lasted on, this not to include A, AA, or EE widths, where the stock is fitted in such a way that the laster is not inconvenienced.

Very truly yours,

LASTERS' UNION NO. 1.

The union asks that the new price list be put into effect at once, and it requests a reply from the manufacturers whether or not the list is accepted.

—Charles E. Harwood has been chosen president of the Lynn National Bank, and the Lynn Safe Deposit and Trust Co. He is president of the Harwood Counter Co., makers of moulded counters; J. B.

Eureka! Eureka! Eureka!
DISCOVERED AT LAST:

a Box Toe Backing Waterproof Compound which will absolutely prevent all water stains coming through "tan tips." Thus eliminating much unnecessary labor caused by stains, wrinkles and bunches. Write for samples and forget your worries.

**EUREKA
CEMENT CO.**
NEWARK, N. J.

South Shore Supplies
Co., 8 Commercial Wf.,
Brockton, Mass.
New England Agency

Will produce the appearance of oak leather on glucose spotted, badly discolored soles.

Nothing else made can equal the results it produces.

Magic Stain works perfectly with CYCLONE BLEACH in producing any shade of finish desired.

BOSTON LEATHER STAIN CO., 109 Purchase St., Boston

AGENTS

Manufacturers' Supply Co., 722-724 N. 18th St., St. Louis, Mo.

C. J. Simes, 62 Mason Street, Milwaukee, Wis.

Dolliver & Bro., 19-621 Mission Street, San Francisco, Cal.

M. W. & A. L. Freidman, 583 Market St., San Francisco, Cal.

The Louis G. Freeman Co., 210-12-14 East 9th Street, Cincinnati, Ohio

Renton Co., makers of heels, and he is interested in other Lynn concerns.

—The new Industrial Bureau of the Lynn Chamber of Commerce has been organized for the purpose of encouraging manufacturing industries in Lynn. Harry I. Illingworth, of the Boston Machine Works, is president of it.

—The Helburn Leather Co., makers of sheep and India leather, Salem, cut up some of their stock into book covers. They use clicking machines for cutting the leather.

—Powell & Barron, a new firm, plan to make sheep leather in the factory at Glenmere, Lynn, which the Illinois Leather Co. vacated a year ago.

—W. J. Budgell & Sons have completed a fine new factory on Wallis street, Peabody, and are using it for the manufacture of sheep leather. It is of mill construction, on concrete foundations, and its walls are covered with asbestos shingles. The use of the factory has enabled the firm to increase its capacity to 800 dozen skins daily.

NEW FACTORY FOR MAKING COUNTERS.

The Wilkinson Counter Co. has bought 28,000 feet of land on Jefferson avenue, Margin and Winthrop streets, Salem, Mass., and have let a contract for the building of a new factory on it. The factory will be 40 by 175 feet, four stories high, concrete foundations, mill construction, asphalt slate walls, exterior towers for elevators and toilet rooms, motor drives, and other modern features. The new building will be completed in the spring, and it will be immediately occupied by the firm.

The Wilkinson Counter Co. and its predecessor, the W. Page Counter Co., have been making counters for 40 years, and it is one of the largest counter making firms in New England. It has a good foreign trade, and the steady growth of this trade made the new and larger factory necessary to the firm. In the new factory the Wilkinson Co. will add to its products, and will make a general line of shoe stock.

WANTS LAUNDERED FOOTWEAR.

A shoe retailer says that washable insoles, linings and uppers would prove popular if such an innovation in shoemaking could be made practicable. This dealer thinks that laundering might be applied to shoes, as well as to hosiery. A manufacturer to whom the suggestion was referred, said that the idea was not practicable, because the insole holds the shoe together and it could not be removed any more than the lining could be taken out and laundered. He added that canvas uppers came nearest being washable, but that even they could not be washed successfully.

HOTEL CONTINENTAL

41st St. and B'way NEW YORK

300 ROOMS 300 BATHS

at \$1.50 - \$2.00 - \$2.50 and \$3.00
EACH WITH PRIVATE BATH

Five minutes walk to forty theatres.
Penn. and New York Central Stations.
Most convenient location in New York.

Well Equipped Reading and Writing Rooms

41st STREET and BROADWAY

The CAFE BOULEVARD

(Connected with above hotel)

Known to good lovers for almost twenty years. The dollar dinner of Hungarian Specialties, with wine has become famous.

A 60c. luncheon is a regular feature. The Cafe Boulevard also serves a 25c. and 50c. unexcelled Club Breakfast.

A la Carte Service at all times.

41st STREET and BROADWAY

BEAUTIFULLY HAND COLORED LANTERN SLIDES

WILL CREATE A DEMAND

**For Your Shoes If used at the
MOVING PICTURE SHOWS**

This is the least expensive and most effective
method of Direct to the Consumer Advertising.

Let us tell you how we have **MADE MONEY**
for most all Large American Shoe Manufactur-
ers. No Expense to Learn How.

**SMITH & PERKINS, Denton St.
Brockton - - Mass.**

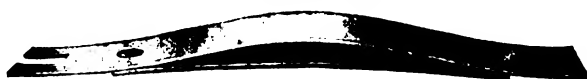
A NEW ARCH SUPPORTING SHANK

The Crawford Combination

**IT IS FUNDAMENTALLY RIGHT!
IT IS MECHANICALLY PERFECT!**

It cannot slip or slide and wear through the outersole.

SEE: THE LOCK HOLDS IT!



You see the shank is extra trussed it cannot break down, no matter how great the weight.

It eliminates every trouble now caused
by arch supporting shanks.

**You now have a device Mr.
Manufacturer that enables you
to make an arch supporting
shoe which is absolutely fault-
less. : : : : :**

Send us a pair of your innersoles chan-
nelled and let us attach the **Crawford
Combination** to them.

**THE H. F. CRAWFORD MFG. CO.
MONTELLO STATION BROCKTON, MASS.**

NEW COUNTER SKIVER.

The illustration shows the Stewart single counter skiver, which is applied on the same principle as the well-known Stewart tandem counter skiver and, in fact, really is a half of the tandem machine. It is intended for use where a machine of smaller capacity than the tandem skiver is required and, of course,

BELLEVILLE, ILL.

—Whether the Illinois State Board of Arbitration can settle the shoe workers' strike, no one seems able to say, since the firm has a binding contract signed with the International Boot and Shoe Workers' Union. If any agreement could be reached with the United Shoe Workers' Union, many claim the firm

can be supplied at a much lower price. It does the work of skiving the counter equally as well, as the counter is automatically turned so that the entire tip is skived at one operation. The machine is adapted for skiving the bottom of the counter. Full particulars regarding the machine may be had through the office of American Shoemaking.

BOW MANUFACTURER GETTING OUT SAMPLES.

The Arline Manufacturing Co. of Providence, R. I., manufacturers of bows, buckles and fancy novelties, are preparing a line of new and original samples, which will soon be sent to the shoe trade.

—Three years ago this concern entered the shoe field and have met with excellent success in these lines. Special attention is given to workmanship, so that each bow is made accurately and up to sample. In this way the firm has built up a reputation for itself as making only good products. Each order is carefully inspected before leaving the factory, whether a machine-made or a hand-made bow. This firm makes all their machine bows on the Ellis Patent Clip Machine.

would be unable to employ any but those affiliated with the International Boot and Shoe Workers' Union; if they did, they might lay themselves liable for damages. So far as can be learned, there is no record of such case, and opinions differ as to what the outcome might be.

There is some talk of the firm leaving here, many contend the contract would be binding elsewhere. O. J. Hohnquist, of Rockford, Ill., secretary of the Illinois State Board of Arbitration, who visited here several days ago, and went thoroughly over the difficulties between the company, the United Shoe Workers and the International Boot and Shoe Workers' Union, said he held out little hope of making a settlement between the contending parties. The Belleville Manufacturers' Association is anxious to settle the trouble, and have offered their services in that direction, and held several conferences with Secretary O. J. Hohnquist. The shoe factory is one of Belleville's most important industries, and its loss would be felt, as well as it might be the cause of keeping other factories away.

There is some talk about the firm buying shoes from another firm and confining themselves to a strictly

LESSEN THE COST OF ATTACHING

wholesale business.

The other factory here is owned by the International Shoe Co., and recently trouble arose between the employes and the firm, and so far they have been unable to settle it. A member of the union informed the correspondent of the American Shoemaking that he thought it would be settled in a short time. The union is not desirous of prolonging the strike. They fear it will prejudice the firm against the union which might extend to the St. Louis factories and cause serious trouble for the union there.

ARMY SHOES SCARCE IN IN FRANCE.

France is short of army shoes. The war department has refused to place contracts with manufacturers for shoes for the war stores. It should carry from 500,000 to 1,000,000 pairs of shoes in reserve. But it finds fault with the high prices that French manufacturers are charging and refuses to place contracts for necessary supplies. So the recruiting officers for the French army are asking recruits to bring their shoes with them. The government will make an allowance to recruits for each pair of shoes they provide for themselves.

—The American Shoe Findings Co., whose property was destroyed by fire in Bingham, Me. recently, is planning to rebuild and expects to have the new plant ready in the spring. During the winter the company will occupy temporary quarters.

TRADE ITEMS.

—Phil. Sanborn son of E. E. Sanborn, the well-known pattern designer of Lynn, Mass., leaves this month for the South with his mother, where they will spend the winter. Mr. Sanborn has not been in good health of late, and the trip arranged is expected to do a great deal toward restoring the young man's strength. This is his first vacation for years, so pressing have been the demands of the business up to this date.

—F. Reilley & Son Leather Co., whose Boston office was located at 94 South street, have moved to 21 Lincoln street, where they have larger facilities for displaying their fancy and automobile leathers.

—The Busfield Machine Co. of Haverhill, Mass., makers of the Busfield Welt Splitter, are taking on a line of oils, lubricants and automobile supplies. During the last few years the most of their business has been construction and machine equipping for factories and the manufacture of wood heel machinery.

JOHN J. HEYS.

Inventor of Machinery and Superintendent of U. S. M. Co. Factory.

John J. Heys, one of the best known men in the shoe machinery industry, was born in 1861, in Walsall, a thriving manufacturing city near Birmingham, Eng. He was apprenticed to the machinist's trade at Strafford, Eng., and after he had served his time he came to this country and made his home in Lynn, Mass. He entered the employ of the Bresnahan Shoe Machinery Co., Lynn, in 1883. In 1890, he became

John J. Heys.

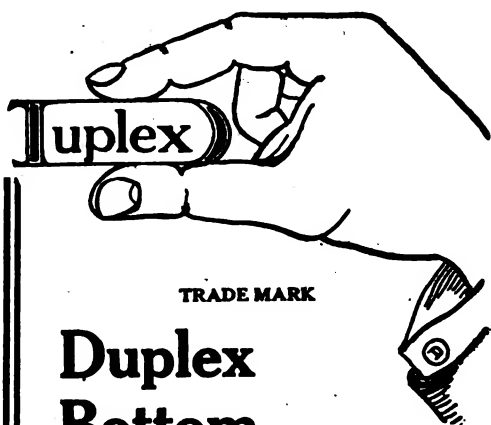
general manager of the firm. When M. V. Bresnahan sold his interest in the company to Thomas G. Plant, Mr. Heys became president and general manager of the company. After the United Shoe Machinery Co. purchased Mr. Plant's business, Mr. Heys joined the staff of that company, and soon became superintendent of its factory at Beverly, Mass. He continues in that position. He is one of the best informed men in the shoe machinery industry. He talks and writes of it in a most interesting way. He has patented over 100 inventions in shoe machinery. It is said that no modern shoe factory in the world is without one or more of his inventions.

WOBURN TANNERY BURNED.

The tannery owned by the Cottle Leather Co. of Woburn, Mass., and occupied by the G. H. Forbush Company was destroyed by fire on Tuesday night of this week. The cause of the fire is unknown. The loss is estimated at about \$200,000. The tannery was a four-story frame building, about 200 by 400 feet, and in addition there were numerous smaller buildings, storehouses and a power house. In addition to the loss of the plant it is thought that the 7,000 hides valued at \$10 each were ruined.

KEITH COMPANY ACQUIRES ANOTHER FACTORY.

Negotiations have been completed by which the George E. Keith Co. have secured the controlling interest in the D. Armstrong Co. of Rochester, N. Y., manufacturers of women's high-grade shoes. The Rochester plant is incorporated for \$500,000.



Duplex Bottom Polish

produces a brilliant polish, that will not dull down by keeping.

THE REASON is found in the fact that it is made of highest grade materials, under a formula that has been tried out under all sorts of conditions.

Duplex Bottom Polish

is warranted not to air slack or fade and will not fly from the brush.

Duplex No. 60 EDGE BLACKING is a two set blacking that is giving satisfaction where others have failed. If your edges are not looking well try **DUPLEX** —*Its bound to please.*

DUPLEX BLACKING CO.

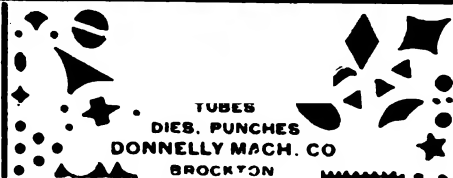
15 Perkins Street
BROCKTON, MASS.



K. & S. DYE

Produces an Indelible Color for edges, heel edges, and bottoms of shoes and makes possible a PERFECT FINISH.

KENT & SMITH LYNN, MASS.



Jobbers in Manufacturers Cut Sales

Cut Soles

43 N. MONTELLA ST. BROCKTON

GORDON & BERMAN

Sole Leather and Offal

23 SOUTH STREET BOSTON

Shoe City Novelty Co.

Manufacturers and Importers of SHOE ORNAMENTS

PATENT SPECIALTIES } "CLINCH-ADJUSTO" BOW
"O. K. CLINCH" BOW
219 Market St., Lynn, Mass.

FELT-BOX-TOES

Cut Shoe Supplies of Every Description

National Shoe Findings Co. LYNN, MASS.

J. E. KNOX

ACCEPT NO SUBSTITUTES

J. V. KNOX

"QUALITY DIES" are the BEST

EXCLUSIVE MANUFACTURERS

JOSEPH E. KNOX & COMPANY, . . . LYNN, MASS.

Novelty Edge Protectors

Save money in the packing room.
Make tip repairing easy.
Keep fair-stitching and edges clean
NOVELTY SELLING CO.
67 Essex Building, Boston, Mass.

SMITH & PERKINS S. & P. Lantern Slides

The Latest, Best and Cheapest Method of Shoe Publicity
Blue Prints, Photo Work and Supplies

Brockton, Mass.

Men's and Women's TAPS

PURITAN COUNTER COMPANY
E. R. R. Ave., Brockton, Mass.

Surplus Shoes Dispose of returned or in stock footwear by advertising in Wholesale Bargains—The Bargain Buyers' Magazine.

1107 Flatiron Bldg. NEW YORK CITY

TOP LIFTS, SHANKS SOLES

Misses', Children's and Infants'
Chapman Tap and Counter Co.
Haverhill, Mass.

Industrial Information.

**Notes of New Factories, New Enterprises, New Firms,
and Changes in the Trade.**

ORWIGSBURG, PA.

The ORWIGSBURG SHOE CO. has succeeded to the business of the BICKLEY—WALBORN SHOE MFG. CO. Charles Alspack is president, Charles Snayberger, vice-president; Daniel C. Freyer, secretary, and Bert C. Drumbheller, treasurer. The new firm will manufacture children's and infants' turns.

JAMESBURG, N. J.

The SINGLETON-HILLS CO. has been incorporated here for the manufacture of shoes, slippers, sandals, etc. The capital is \$25,000, and the incorporators are J. J. Ills, E. W. Singleton, and J. M. Perrins, of Jamesburg.

HAVERHILL, MASS.

Certificates of incorporation have been filed by the HITCHCOCK SHOE CO. The capital stock is \$2,000, and the incorporators are, David A. Hitchcock and Clarence Hitchcock.

DETROIT, MICH.

The W. H. ADAMS SHOE CO. has recently been incorporated for \$3,000. The stockholders are William H. Adams, May E. Davis and Edwin J. Heywood.

GRAND RAPIDS, MICH.

A new tanning industry here is to be established by two prominent men in the industry, E. M. Duttonhoffer, for thirty-five years with the EAGLE TANNING CO., and August Edlund, for nearly the same term of years with this company, together with N. B. Covell, president of the Whitehall State Bank.

NEWARK, N. J.

Many extensive alterations, additions and improvements are being made in the plant of FEIST & FEIST, 28 to 36 Ferdon street, which is to be occupied by the BEAVER LEATHER MANUFACTURING CO. makers of fine shoe leathers.

SALEM, MASS.

The FRANKLIN SHOE CO. has been formed by I. Israel, who recently retired as president of the Star Brand Shoe Co., of Salem. It has fitted up space in the Locke factory, No. 4 Franklin street, Salem, and it is making McKay shoes for boys and youths, and misses and children. It is equipped to make about 500 pairs a day.

NEWBURYPORT, MASS.

It is reported that the firm of SARGENT & WILLIAMSON, composed of Walter Sargent, formerly of Levis & Sargent, and A. L. Williamson, who has been with the Harney Bros. Shoe Co., are to take a factory on Charter street, where they will engage in the manufacture of women's medium and fine shoes.

KITTERY, ME.

The WILLIAMSON SHOE COMPANY was recently incorporated for \$60,000. Horace Mitchell, H. A. Paul, M. G. Mitchell, all of Kittery, are the incorporators.

BRIDGEWATER, MASS.

The L. Q. WHITE SHOE CO. of this town has increased its capital stock \$100,000.

DIXON, ILL.

The building and property of the RED SCHOOLHOUSE SHOE CO. has been purchased by the BROWN SHOE CO. of St. Louis, Mo. This property was formerly owned by the C. M. Henderson Shoe Co. of Chicago and employed 800 men. The factory has been closed since the death of the owner, W. A. Watson, last October.

BROOKTON, MASS.

The W. L. DOUGLAS SHOE CO. is preparing to manufacture a line of McKay-sewed shoes for men, women, boys, youths, little gents, girls and misses. They hope to get under way on this line soon after Christmas. It is planned to use a wing of the No. 3 factory at present unoccupied and to build another story to this wing, which is now four stories. They will begin with 1200 pairs and employ 400 extra operatives.

CINCINNATI, OHIO.

Owing to changes in the concern, the WILLIAM F. WILLIAMS SHOE MFG. CO. has recently filed new articles of incorporation. Capitalization, \$60,000.

NEW YORK, N. Y.

The GEORGE W. BAKER SHOE CO. have taken on a five-story building in addition to their present quarters and will greatly increase their output.



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.

GEORGE W. INGALLS, Lynn, Mass.

Adams Cutting Dies



Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to A. M. HOWE
(Established 1857)

John J. Adams Worcester, Mass

Thompson's Shoe Finishes

Standard Throughout the World.

Original Patent New Process Wax Blackings for heels, shanks, bottoms and edges—(1 and 2 set.)

Original Patent New Process Wax Stains for heels and edges, all colors.

New Process Russet Okoright shank and bottom stains, all colors.

Double Brush Shank and Bottom Stains, all colors.

Hand Brush Bottom Stains, all colors.

Velvet Bottom Stains, all colors.

Imitation Viscol Bottom Stains, all colors.

Spirit Sole Bleach, all colors.

Glossreno—a bottom blacking that dries bright.

Shellac Dyes, black and colors.

Striping Ink, all shades.

Stitch and Welt gloss. Scouring liquids. First set Edge Solutions.

Marking Inks, Yellow, Black, Red, etc., etc. Patent Tip Repairer.

Cements and Polishers for Russet, Patent Leather and Kid.

Box Calf, Vici-Kid Dressing, etc.

X. L. Leather Cleaner—for cleaning all kinds of leather.

Box Toe Shellac, Goodyear and McKay waxes.

Bottom Polishers in stick form; burnishing waxes, all colors.

Fake Gloss. Filling Sticks—for crevices in heels, etc.

SAMPLES SENT ON REQUEST

Thompson Schuhappreturen

Unuebertroffen in der ganzen Welt.

Original - Patent - Wachschwaerze, "New Process" fuer Absaetze, Gelenke, Boeden und Kanten (1 oder 2 malige Anwendung).

Original-Patent-Wachselze fuer Absaetze und Gelenke, alle Farben, "New Process."

"New Process" farbige OKORIGHT Gelenk-und Boeden-Beize, alle Farben.

Gelenk-und Boeden-Beize fuer Doppelbuerste, alle Farben.

Boeden-Beizen fuer Handbuerste, alle Farben.

SAMMET-Boeden-Beize, alle Farben. Viscol-Imitation-Boeden-Beize, alle Farben.

Spiritus-Sohlen-Bleiche, alle Farben.

Schellack-Farben, schwarz und farbig.

GLOSSRENO-Sohlenbeize, wird nach dem Trocknen glaenzend schwarz.

Streifen-Farbe, alle Schattierungen.

Naht-und Rahmen-Appretur; Putzfluessigkeiten; Kanten-Mischung, einmalige Applikation.

Zeichnen-Farben, gelb, schwarz, rot, usw. Lack-Spitzen-Reparateur.

Cemente und Polituren fuer Gelbe Leder, Lackleder und Glace.

Box-Kalb-Leder, Vici-Chevreau-Appretur, usw.

X. L. Leder-Leder-Reiniger, zum Reinigen aller Arten von Leder.

Spitzen-Schellack, Goodyear und McKay-Wachs.

Boeden-Politur in Stangenform; Polituren-Wachse in allen Farben.

"FAKE"-Glanzappretur. Ausfuell-Stangen zum Fuellen von Spalten in Absatzeln.

MUSTER AUF VERLANGEN.

Aderozos de Thompson para Calzado

Los mejores del mundo

Aderozo a cera New Process, privilegio original, para tacones, enfranques suelas y cantos (1 y 2 aplicacion).

Tinte a cera New Process, privilegio original, para tacones y cantos, de todos los matices.

Tinte OKORIGHT New Process de color, para enfranques y suelas, de todos los matices.

Tintes para enfranques y suelas, de todos los matices, para cepillo doble.

Tintes para suela, para cepillo a mano, de todos los matices.

Tintes TERCIOPELO para suelas, de todos los matices.

Tintes para suela Imitacion VISCOL, de todos los colores.

Blanqueador de alcohol para suelas, de todos los matices.

GLOSSRENO, aderezo para suela brillante despues de secado.

Tinturas de shellac (goma-laca), de color negro y otros.

Tinta para rayar—todos los matices. Lustre para costuras y viras: Liquidos de limpiar; Soluciones para cantos, de primera aplicacion.

Tintas para marcar, de color amarillo, negro, rojo, etc; Reparador para Punteras de charol.

Cimentos y Lustres para Piel amarilla, de charol y glaze.

Aderezo para Becerro Box, Cabritilla Vici, etc.

Limpiador de Pieles y Cueros X. L., para limpiar toda clase de pieles y cueros.

Goma-Laca para Puntas duras; Ceras Goodyear y McKay.

Lustres para suela en forma de barra; ceras de brunir de todos los colores.

Lustre FAKE; barras para rellenar, para hendiduras en los tacones, etc.

PIDANSE MUESTRAS.

Finissages de Thompson pour chaussures

Les Meilleurs du Monde

Cirage noir "New Process", brevet original, pour talons, cambrions, semelles et bords (apparets 1 et 2).

Appret a Cire "New Process", brevet original, pour talons et bords, de toutes les couleurs.

Apprets pour cambrions et semelles "New Process" OKORIGHT pour chaussures, de couleur naturelle.

Apprets de cambrions et semelles, de toutes couleurs, pour double brosse.

Apprets pour semelles, pour brosse a main, de toutes les couleurs.

Apprets VELOURS pour semelles, de toutes les couleurs.

Apprets pour semelles imitation VISCOL, de toutes les couleurs.

Decolorant (a blanchir) a alcool, de toutes les couleurs.

GLOSSRENO, cirage pour semelles, brillant apres le sechage.

Teinture a shellac, couleurs noires et autres.

Encre a rayer, toutes les nuances.

Finissages-apprets pour coutures et trepoints; liquides a nettoyer; solutions pour bords premier appret.

Encre a marquer en jaune, noir, rouge, etc. Repareur-bouts-verna.

Ciment et apprets pour peaux, couleur naturelle, cuir verni et chevreaux.

Finissage pour Veau Box, Chevreaux-Vici, etc.

Nettoyeur de Cuir X. L. pour nettoyer toutes especes de cuirs et peaux.

Shellac (laque) pour bouts durs; Cires Goodyear et McKay.

Apprets-semelles en forme de batons; Cires a brunir, toutes les couleurs.

Lustre "FAKE." Crayons a remplir pour fentes dans les talons, etc.

DEMANDEZ DES ECHANTILLONS.

FERD THOMPSON & CO.,

Rockland, Mass, U. S. A.

Our St. Louis Letter.

(From Our Special Correspondent)

—Roberts, Johnson & Rand Shoe Co. sold in Nov., 1912, \$82,604.61 more than they did this year, but for the fiscal year, which closed Dec. 1st, they have sold \$13,796,383.13, which is a gain of \$596,393.30 for eleven months and twenty-one days. The fiscal year closed Dec. 1st, instead of Dec. 10th, as formerly.

—The Peters Shoe Co. sold in November, 1913, \$690,085.47, which was a gain of \$50,453.47 over November, 1912. In eleven months and twenty-one days they sold \$9,039,212.31, which is a gain of \$1,433,146.46 over the same period last year. The Peters Shoe Co. have long held the reputation of making more fine high-grade shoes than any other firm West of the Mississippi River.

—The Friedman-Shelby Shoe Co. sold in November, 1913, \$310,015.91, which was a gain of \$10,873.82 over last year. In eleven months and twenty-one days they sold \$3,793,650.89, which was a gain of \$150,308.63 over the same period last year. All three of these firms are owned by the International Shoe Co. They own and operate their own factories and their business is carried on from separate headquarters. The International Shoe Co. is the holding company, owning all the stock in the three.

—Gov. Colquit of Texas sent an appeal to the Business Men's League of this city, asking them to help the flood sufferers of Texas, whose homes and property were recently swept away. Most all in the district are entirely destitute, escaping with only the clothes they wore, while many lost their lives. The St. Louis manufacturers were the first to contribute. Through Phil Becker, secretary and treasurer of the Dittman Boot & Shoe Co., \$250.00 were raised. Mr. Becker is an ardent and earnest worker in worthy cases of this kind.

—The St. Louis Association of Superintendents and Foremen held their semi-annual election last Tuesday and elected a full set of officers for the ensuing six months.

Wm. P. Mason was re-elected president, T. M. Nolan was re-elected

1st vice-president; L. M. French, 2nd vice-president; A. L. Brown, treasurer; T. W. Conder, secretary. Nine were elected on the executive board, as follows: E. E. Anglin, F. W. Blelock, J. H. Bentzen, W. L. Dunbar, C. B. Kimber, A. G. McGaghey, J. N. Rainey, E. F. Spalsbury and A. A. Tilden.

—The Brown Shoe Co. recently purchased outright the Watson-Plummer Shoe Co.'s factory at Dixon, Ill. This is one of the largest factories in Illinois. It is situated in the Northwestern part of Dixon, surrounded by a well populated prosperous community. The tract of ground on which the factory is located covers about three blocks, and it owns its own railroad switches, which are conveniently located to both the Illinois Central and Chicago & Northwestern railroads. The factory is 75 feet wide, 350 feet long and four stories high. It is a modern brick structure, built especially for the manufacture of shoes. The engine house is a separate building, adjoining the factory. The factory has a full modern equipment and has a capacity of 5,000 pairs of shoes per day. This property was formerly the property of the M. C. Henderson Shoe Co., where the famous "Little Red Schoolhouse" shoe was manufactured for a number of years. This shoe has enjoyed an enormous sale in Chicago and surrounding territory for a number of years. When M. C. Henderson died several years ago, the firm was reorganized and called the Red Schoolhouse Shoe Co. F. A. Watson, a resident of Dixon, reorganized the firm and the name was changed to the Watson-Plummer Shoe Co. Mr. Plummer died and Mr. Watson again started to reorganize the firm, when he, too, became ill from overwork and died last August. The company was capitalized for \$500,000, and in a prosperous condition, when Mr. Watson died. Since then the heirs of the deceased stockholders did not care to continue the manufacture of shoes and offered the plant for sale. This is a valuable acquisition to the Brown Shoe Co. They now own and operate ten shoe fac-

Standard Button Fasteners



8 Cents Per 1000

**We also manufacture Hand
Button Fastener Machines,
Heel Protectors, and
other shoe findings.**

Standard Shoe Machinery Co.

11 Shawmut Street

Providence, R. I.

tories and are capitalized for \$16,000,000, and do a business of over \$10,000,000 a year. It is the second largest capitalized shoe firm in the world.

The stockholders recently elected Geo. Warren Brown president; James H. Roblee, vice-president; Wm. C. Krall, secretary, and H. S. Hutchings treasurer. The latter two succeed Geo. E. Southwick, who held both offices for twelve years. Mr. Southwick still owns stock in the firm and was elected as one of the eleven officials of the board of directors. Mr. Southwick is actively engaged in promoting corporations with offices in New York. He was recently instrumental in increasing the capital stock of the Brown Shoe Co. from \$3,000,000 to \$16,000,000. Besides Mr. Southwick, the stockholders elected to the board of directors are Geo. W. Brown, J. H. Roblee, A. Thies, J. A. Bush, E. F. Shaw, Wm. C. Krall, H. S. Hutchins, W. F. Armstrong, Thomas P. Moody of Kansas City, and Henry Goldman of New York City.

The firm recently merged the Dr. Sawyer and White House plants, and made Jerry N. Rainey superintendent of both, as it was necessary to fill the orders for Dr. Sawyer shoes. The White House grade will probably be made in Dixon. Nine months ago the Brown Shoe Co. purchased outright the factory and wholesaler's business of Barton Bros. of Kansas City.

—A. J. Robertson, of El Paso, Texas, who has extensive interests in Mexico, was here several days ago purchasing supplies for his commissary. He had his shoes and other merchandise billed to El Paso instead of the Mexican cities, as formerly. He said the American loss in Mexico would be over \$500,000,000, but said the rebellion would end in a few months, as the finances of President Huerta were getting low. He said the wholesale shoe houses would perhaps be one of the largest losers, as 95 per cent of the shoes were bought there to supply the

Americans in the vast mining districts. With few exceptions, the Americans have left Mexico, only those staying who are financially unable to leave or staying to protect property. The mines are not being operated.

"The Mexicans," said he, "do not know what they are fighting for, except they are getting an easy livelihood as soldiers. It is not uncommon to see them aligned with Huerta in the morning and fighting as rebels in the evening. Most of the American interests have closed down the r plants, and Huerta is receiving but a small revenue through this source of taxation. Some man with brains then will assume the reins of government and peace, if such a thing is possible in Mexico, will be restored."

Mr. Robertson was accompanied by C. M. Rathburn, his business partner. They purchased for future delivery in large quantities, which proves they believe the country will be normal and open with a rush soon.

—The annual meeting of the stockholders of the Wertheimer-Swartz Shoe Co. was held at their offices, 18th and Locust streets, Dec. 15. A member of the firm told a representative of the American Shoemaking that the capital stock of the company had been increased several weeks ago from \$500,000 to \$700,000.

As noted in these columns several weeks ago, Chas. L. Swartz retired from active service, but he still holds his interests in the firm, but will take no part in its management.

Jacob J. Wertheimer was re-elected president; Louis Wertheimer, who for nine years was superintendent of the company's factories, was elected vice-president; Aubrey Hart, who has been with the company since boyhood, was elected secretary in place of Chas. L. Swartz.

James E. Black, who has been the head of the auditing department for eight years, was made treasurer,

LET US EXPLAIN !

How Large Shoe Factories and Mills have Increased their Output, Bettered their Methods and how the Efficiency Factor has improved by a big percentage.

FACTORY LUNCH ROOMS have PROVED their VALUE.

Our line of Copper Seamless Steam Jacket
Kettles is the finest line in the world.

MORANDI-PROCTOR CO.

48-50 UNION STREET

BOSTON, MASS.

These Kettles are particularly adapted to the manufacture of Blackings, Glues, Pastes, etc. and are made in Half Jacket, Full Jacket and Horse Shoe Patterns.

DEAN CHASE COMPANY

BOSTON

Goods

Q The above illustrates a piece of lining put up "**KUTMORE**" 16 FOLD.

Q When unfolded the piece lies absolutely flat, 7 1-2 yards long, 16 layers thick, the edges and ends even with *No Wrinkles, Creases or Seams and No Shortage in Yardage.*

Q The results are:—

A *Saving of Time, Labor and Linings.* There is no extra charge for "**KUTMORE**" FOLD over the old fashioned bleachery fold.

Q *Linings, Covering-paper, and Buckram* can be put up any number of folds required.

Q We are the only Shoe Goods House authorized to market goods put up "**KUTMORE**" FOLD.

SHOE MANUFACTURERS up to the times insist on "**KUTMORE**" FOLD.

Are You Up to the Times ?

a position formerly held by Mr. Swartz, along with the secretaryship.

Geo. L. Millus is succeeded by Louis Wertheimer as vice-president, and Mr. Millus takes Mr. Wertheimer's place as superintendent of the factories.

The four officers' names, together with Samuel S. Hanauer, constitute the Board of Directors. Mr. Hanauer has been city salesman for the firm for ten years. There has been two factories in the firm for some time, and it was rumored one factory wanted to sell to the International Shoe Co. some time ago, but of late, it was denied by both factories that any friction existed. The recent meeting of stockholders was a harmonious one, as was the meeting of the Board of Directors Nov. 19.

—A director of the International Shoe Co. said Wm. J. Morris, who was superintendent of their plant at Mexico, Mo., was succeeded by A. A. Gallagher when he resigned to go into business for himself at Quincy, Ill. His brother, L. E. Morris, was succeeded by P. H. Doan as superintendent of their Kirksville (Mo.) factory.

—Frank Ruff has been foreman of both packing rooms in the Dr. Sawyer and President plants of the Brown Shoe Co.

J. G. Buzzell & Co.

102 High St., BOSTON, MASS.

Buzzell Tip Scourer

A small, compact and simple machine. **SMALL**, taking only 18x18 inch bench space. **COMPACT**—two wheels close together, allowing operator to see work at all times. Shields attached to wheels prevent damage to edge finish or stitching. **SIMPLICITY** of construction as parts are interchangeable and easily renewed at small expense.

WE ARE "CRANKS" ON THE SUBJECT OF GOODYEAR WELTING

When we start talking or writing about our welting, we're apt to make statements that sound "Strong" to you, but we believe what we say.

Right here's the argument. If we haven't got the very finest quality of Goodyear Welting, how happens it that year after year we furnish all the welting used by many of the biggest and most successful shoe manufacturers in these old United States?

We must have "the goods" to deliver, else we couldn't interest them—that's certain. Investigate us—let us show you—won't you?

I. B. WILLIAMS & SONS, Dover, N. H.

72 Murray Street
NEW YORK

14-16 Franklin Street
CHICAGO

157 Summer Street
BOSTON

J. E. Pearse & Co., 88 Overstone Road, Northampton, Eng.
Sole Agents for Great Britain.



TRADE WANTS



MANUFACTURERS and SUPERINTENDENTS can usually obtain very satisfactory foreman and workmen for various departments through this department.

Advertisements listed under "Help Wanted" and "Position Wanted" are printed at the rate of 2 1/2 cents per word for one week; 5 cents per word for two weeks; 6 cents per word for three weeks; 7 cents per word for four weeks.

Advertisements to appear in this department must be in this office by Thursday morning to insure publication.

WANTED:

**A FIRST-CLASS SHOE PAT-
TERN MAKER;** one who thor-
oughly understands the manufac-
ture of shoe patterns and who
can assist in model cutting.

We do not want a **HAS-BEEN**
or **NEVER-WAS**,—what we do
want is an **IS NOW**, or a **COMER**
who **WILL BE**.

None others need apply.

Address stating particulars as
to experience, etc.

OTIS G. MURTY & SON,

123 Liberty St. Brooklyn, N. Y.

We use the Preston Grading
Machine.

HELP WANTED.

WANTED — Experienced shoe
manufacturer who will invest \$5,000
in an established business and take
entire charge of manufacture. Ad-
dress 4601-Q, care of American
Shoemaking.

SHOE MANUFACTURERS, AT- TENTION!

For Sale in Ontario—A shoe man-
ufacturing business. Has been run-
ning steadily for the last two years.
Factory fully equipped for making
men's and boys' Goodyear welts and
standard screw shoes. Good spring
business on books. Location one of
the best towns in Ontario. Will sell
complete or controlling interest. Ad-
dress 3301-D, care of American
Shoemaking.

POSITIONS WANTED.

POSITION WANTED—Finishing
room foreman desires position; long
experience. Can take charge from
leveling to treeing. Would consider
position as assistant in making
room in large factory making wo-
men's welts. Age 38. Can furnish
good reference. Address 1006, care
of American Shoemaking.

POSITION WANTED as assistant
superintendent, quality man or in-
spector. At present employed, but
about to change. Unqualified en-
dorsement by present employer. Ad-
dress 703, care of American Shoe-
making.

POSITION WANTED as superin-
tendent, assistant superintendent or
quality man. Would consider mak-
ing room position. Will go any-
where. Experience on welts, turns,
and McKays, men's or women's. Ad-
dress 1604, care of American Shoe-
making.

POSITION WANTED as stitching
room foreman; any kind of medium
or fine shoes. No soft snaps want-
ed, but place where experience and
ability are appreciated. Address
1809, care of American Shoemaking.

POSITION WANTED as assistant
superintendent in factory making
fine line of welt shoes. Experience
as superintendent or quality man in
European and American factories;
understands German and English.
Address 1201, care of American
Shoemaking.

POSITION WANTED as foreman
of lasting room on turns or welts.
New England preferred. Would con-
sider a position as finishing room
foreman. Address 402, care of
American Shoemaking.

POSITION WANTED by A-1
stitching room machinist. Thor-
oughly experienced; thoroughly com-
petent; all machines. References.
Address 1005, care of American
Shoemaking.

POSITION WANTED as stitch-
ing room foreman on men's fine
shoes, or would take charge of un-
dertrimming and vamping in large
factory. Address 1603, care of
American Shoemaking.

COUNTER Manufacturer with 20 years' practical experience in making and selling counters, pasted and fibre counters, desires position as salesman or will take charge of counter factory. Address 1410, care of American Shoemaking.

POSITION WANTED as salesman with a good, live up-to-date blacking house by young man with experience on making and selling shoes. A-1 references. Address 1803, care of American Shoemaking.

POSITION WANTED—In charge of making or lasting room in large factory. Have had best of experience in New England factories making women's welts and McKays. Can operate and instruct operators on nearly all machines in making room. Address 1808, care of American Shoemaking.

MISMATES AND DAMAGED SHOES WANTED—**RYAN SHOE CO., HANNIBAL, MO.**

WAYSIDE NOTES.

—At the present time the Brockton Rand Co. are selling about 100,000 yards of wetting daily, which makes a total amount for a week equal to about 300 miles.

—Jacob Stryker, for over six years superintendent of the Shenk-Adams Company plants in West Medford, Mass., recently resigned his position with a view of going into the furniture leather business in Toronto, Canada.

—George Parmentier, a shoe machinery manufacturer of Vienna, is in this country for the purpose of selling machinery, especially his pull-over machine.

—The George E. Keith Co. of Brockton, Mass., have recently accepted the Workmen's Compensation Act and have issued a circular to all of their employees to that effect.

—The Farmington Shoe Co., Dover, N. H., have started a white room for the manufacture of white shoes. They expect to make about 100 dozen pairs of white shoes per day.

—Mr. Cutler, formerly foreman of the stitching room of the factory of L. G. Straw & Co., Salem, Mass., is now with the Barry Shoe Co. of Lowell, Mass.

—Gilbert Melanson has resigned his position as foreman of the welt room at the Johnson Bros. Shoe Mfg. Co. factory at Hallowell, Me.

—C. J. Matthews Co. of Langhorne and Philadelphia, Pa., manu-

facturers of black, colored and glazed kid, have appointed M. B. King as representative of their company for Chicago and the Northwest.

—A three-story addition is being built to the shoe factory of Linscott, Tyler and Wilson, of Rochester, N. Y.

—The report that Endicott-Johnson & Co. were to purchase the Dunn-McCarthy Company shoe factory at Binghamton, N. Y., has been emphatically denied by Mr. Johnson of the former company.

—William T. Coleman, of the Paris (France) office of the United Shoe Machinery Co., has been a recent visitor on this side. He was formerly connected with the Lynn and the Boston (Mass.) offices of this company.

—The tannery of G. Levor & Company, Gloversville, N. Y., suffered a great loss from a fire recently, which practically destroyed their plant. The main warehouse and offices, however, were saved and, as the company had in store a fairly large supply of skins, other than those in their regular plant, they feel confident that the orders of customers can be filled with little or no delay whatever. Mr. Levor will make temporary arrangements for resuming operations until the buildings which were destroyed can be replaced by new ones.

—Salomon & Philips of New York and Boston have been appointed sole agents for the United States and Canada for J. Mayer & Sohn, Offenbach, Germany. This firm manufactures a line of black and colored glazed kid and has a daily output of about 2,000 dozen skins per day.

—The directors of the Brown Shoe Co. voted a dividend payable Feb. 1, 1914. The earnings for the year amounted to \$710,463.59. A statement given out by the company said they were in a prosperous growing condition.

ALBANY LAST CO.
ALBANY - - NEW YORK

MAKING GOOD
LASTS

SINCE 1903 : : :

Let us Send You a Trial Pair.

LOUIS HEEL-BREAST **SCOURING WHEEL**

The Louis Heel is again becoming popular and will probably be seen in larger numbers the coming season.

Its curved breast necessitates a special scouring wheel to get the best results.

Our Louis Heel-Breast Scouring Wheel is particularly designed for this work and is used upon Heel Scouring Machines having large hoods.

All parts of the breast are easily scoured and the wheel is dished enough for extreme short shanks. The felt is finished to take Moulded Cloth—"E" Mould—1 3-8 inches wide.

Every factory making these heels should be equipped with a pair of them—one for roughing—the other for finishing.

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United Shoe Machinery Co.

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Boston, Massachusetts

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Engineers. Introductory by
Louis D. Brandeis, Esq.

This book deals with Time
Studies, Motion Studies, Preven-
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pensation and all points of vital
interest to every man interested in
developing efficiency in the factory.

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manufacturing and tanning.

Explains in simple language
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making, giving technical
names for the various parts
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book to beginners in shoe-
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Absolutely prevents
soiling of stitches,
edge and bottom.

Tip repairers like
them because they
make the work easy.

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*We Have the **GREATEST** Proposition in the World for Cleaning Those Dirty Russet Shoes.*

A. T. B. Concentrated CLEANER

1 gallon makes 12 by simply adding water

Stop buying and paying freight on water.

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like this will.*

Cement, water, blacking, wax and all other stains
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MACHINES IN USE AT PRESENT TIME

The DUPLEX EYELETING MACHINE eyelets both sides of the upper at the same time. Perfect spacing and setting are assured by its use. Time and trouble saved.

In order to get to the front and keep there, it is best to use the Duplex Eyeletting Machines.

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**You Can Rely
Upon The Quality**

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ENITE
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Don't let troubles in the stitching
room worry you, remember



will hold the folds of oily upper
stock under all weather conditions.

Beware of Imitations.

*If you are having trouble, write for
FREE SAMPLE.*

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**One of Two Methods by which any
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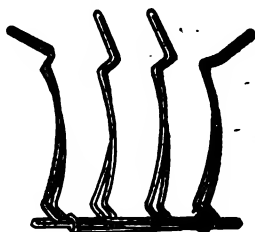
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ANY GRADE ANY SIZE ANYWHERE

Rapidity and perfect accuracy combined is the unhesitating testimony of every user to date. We have a little descriptive booklet ready to mail to you upon request.

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**The Other
Method**



THE STANDARD WIRE LACING DEVICE

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OF SHOE FACTORY SUPPLY HOUSES

**We Can Supply Anything from a Tack
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Novelty Edge Protector

PROTECT FANCY STITCHES

on your forepart edges
by using it.

Essential to perfect results
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- A Short History of American Shoemaking—Fred A. Gannon—\$1.00.
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Manufactured by

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FOR 1914

**OVER 1000
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Lines of goods each firm manufactures, as men's, boys', youths', women's, misses', children's, infants', etc.

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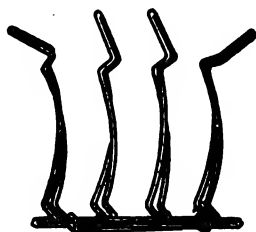
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Y & Grain Counters

suit the most critical manufacturers. Always uniform in quality.

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The DUPLEX EYELETING MACHINE eyelets both sides of the upper at the same time. Perfect spacing and setting are assured by its use. Time and trouble saved.

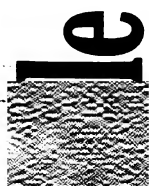
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It folds Blucher and Button Oxfords all the way around after closing. The only machine that will meet all folding conditions satisfactorily, practically and economically without additional expense for dies or attachments. Constant duplicate orders testify to our claims. Installed on trial and sold outright on its merit.

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For all grades of McKay shoes, including the heaviest.

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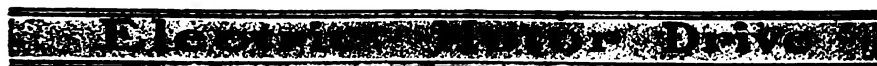
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G-E Motor Drive is Economical

Electric Motor Drive is economical because the power is applied where the work is to be done. With mechanical drive a large per cent of the power is consumed in transmission, so that much more power must be generated by the engine, than is used by the machines in doing useful work.

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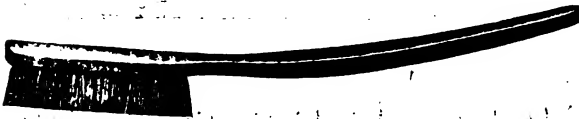
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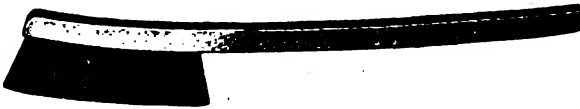
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BONE-HANDLE TOOTH BRUSH (Curved Handle)
Furnished in 3, 4 and 5-row.

These Tooth Brushes are used for blacking forepart edges, but are not as durable as those shown below.

SAFCO INKING BRUSHES (Curved Handle)



No. 5106.

For inking forepart edges, this is the most serviceable brush manufactured, and is replacing other types of brushes wherever quality is a factor.

Supplied in two sizes:—

No. 5105 (2-Row)

No. 5106 (3-Row)

No. 633.

This type of brush is particularly adapted for blacking heels and wetting forepart edges.

Furnished in the following sizes:—

No. 572 (2-Row)

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No. 633 (4-Row)

No. 582 (5-Row)

SEE NEXT PAGE

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This device consists of an aluminum handle fitted with a guard, which prevents the brush from coming in contact with the shoe upper.

Brushes are supplied in the following sizes:—

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|------------------------|---------------------|
| 2 Row, 3-8 inch wide) | |
| 3 Row, 1-2 inch wide) | for Forepart Edges. |
| 4 Row, 5-8 inch wide) | |
| 6 Row, 1 inch wide, | for Heel Edges. |

SAFCO SEAT INKING BRUSHES

Especially adapted for inking the heel seats on colored shoes.
Furnished in two sizes.

SAFCO PANEL STRIPER

A self-inking hand brush for striping edges of foreparts on the bottom of shoes.

Brushes furnished separately.

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This tool is designed especially for inking thin edges and practically eliminates all danger of staining the upper.

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Sales Department

BOSTON

MASS.

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are in a large degree due to broken seams and damaged counters, resulting from pulling the lasts from the shoe.

Here's the Remedy!

The Sturgis-Jones TELESCOPE LAST Shortens More Than Any Other Divided Last.

in removing from the shoe.

Does not strain the shoe at any point, and yet, Costs Only a Trifle More Than Block Lasts—and much less than any other divided last.

**Why not use the TELE-
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Lasts For Less Money?**

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on any kind of leather, wet or dry,
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Paraffined or Viscolized.



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Conducted by **RUPERT B. ROGERS.**

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VOLUME XLIX.

DECEMBER 27, 1913

NUMBER 13

It is the purpose of **AMERICAN SHOEMAKING** to render to all of its advertisers impartially the best possible service both through the columns of the magazine and by supplying other special information.

We cannot solicit order for one of our patrons without doing an injustice to others in the same line. Our advertising patronage is not based on what our solicitors can personally do for you, but on the merits of **AMERICAN SHOEMAKING** because of its world-wide circulation.

LEATHER SUBSTITUTES.

The pure merchandise bill is again in evidence in Washington. Like all measures which are approved by men unfamiliar with the needs of an industry, the bills before Congress, without doubt, carry many provisions which would work injury to many manufacturers of leather substitutes as well to shoe manufacturers using such substitutes in their shoes.

In this era of high priced leather, it becomes positively necessary that some substitutes for leather be used if low and medium priced shoes are to be manufactured and worn.

It would be unwise to enact any legislation which would prohibit the use of such products. On the other hand, misrepresentation regarding substitutes used should be regulated. This, we believe, should be done through trade organizations who can handle the subject intelligently, and with justice to all the interests involved.

In the present temper of the public, it is evident that some

regulation of misbranding of merchandise is bound to come, and if members of the shoe and leather trade expect to avoid radical, impractical legislation, they should take hold of the subject themselves, as the members of the Patent and Enamel Leather Association have already done. They can then see that the subject is treated in a sane, common sense manner.

Decrying legislation which attempts reform in this matter is not enough. Members of the shoe and leather trade should show a willingness to adopt fair regulations.

This is a subject which should receive the attention of manufacturers of leather substitutes. They are vitally interested. Many of these substitutes are not only less expensive than leather, but when used in certain parts of the shoe, are superior to leather.

Manufacturers of these products are giving too little attention to the supplying of full information regarding their merits and the advantages of using them.

Nearly all manufacturers of leather substitutes are strangely silent. There is an opportunity for them to not only maintain their position, but to positively increase their business if they will adopt a broad campaign of publicity telling the shoe manufacturers, wholesalers, retailers and the public, the advantages to be derived by the use of leather substitutes in shoes. These advantages relate not only to price, but to service, and often also effect favorably the style, finish and general appearance of the shoe.

With laws regulating this subject liable to be enacted, it rests with the producers of leather substitutes, whether of shoe cloths, box toes, counters, heels or innersoles, to adopt a wide open policy of publicity. If these manufacturers have nothing to conceal, why try to hide it?

If such an attitude were to be assumed, even if shoes are to be labeled with the names of the substitutes, no loss would result either to the shoe manufacturer or producer of legitimate leather substitutes.

This point was forcibly impressed upon the writer some time ago, when his attention was turned to a grocer's window filled with cans of baking powder offered at bargain prices. A large placard announced: "This baking powder is adulterated with benzoate of soda and is, therefore, offered at a reduced price." As a result, this grocer sold more baking powder in a week than he had before disposed of in several months. His stock of adulterated baking powder was soon exhausted and at a handsome profit to himself.

A letter just at hand from a counter manufacturer making a substitute for an all-leather counter, which it was reported certain lasters had declined to use because they claimed it could not be satisfactorily handled, asks us to give publicity to certain facts regarding his counter, which the trade as a whole knows very little about.

While the counter itself is regarded by many to be superior

to leather, its use is apparently, in some instances, being hindered through a lack of knowledge regarding its advantages, and yet, this concern fails to advertise in the trade press, to inform possible users of the counter fully regarding its advantages and how to use it satisfactorily.

It seems to us that it is a lack of knowledge of these things which constitutes the opportunity for greatest injury to shoe manufacturers and producers of leather substitutes, as well as the public at large.

THE READING OF TECHNICAL BOOKS.

One of the notable signs of the times is the increase in the reading of technical books and magazines. It is apparent everywhere. The sale of technical books and magazines is now the largest in history, and many public libraries report a steady increase in the circulation of their technical books.

There are several reasons for this new and great interest in technical literature. In the first place, technical information is more necessary to success today than it ever was before. In olden times, a man who could quote Shakespeare, or speak Latin, was looked upon as an educated person, capable of filling a responsible position. But, today, the men who get the responsible positions are those who can plan a factory, or build a machine, or figure the power of a steam engine, or the speed of a machine, or work out a new factory system. Knowledge of raw material and finished product also is essential to success.

It is very probable that the popular use of the auto, and the development of the use of electricity, and the appearance of the flying machine are largely responsible for the great interest in technical literature of today. But, it is also true that the new era of scientific management in the boot and shoe and other industries has brought about a large increase in the reading of technical books and magazines, particularly those books and magazines of the industry itself.

There is only one place to start in figuring the cost of a shoe and that is in the office at the beginning. The first cost is booking the order and making out the tag. The next cost is the leather that goes in the upper, and then the linings, bottom stock, counters, heels, findings, etc. When the shoe is cut, it has cost the price of the material and the cost of the labor on each operation.

Material, labor, general expense and management are the four factors in the cost of production. The first cost of a shoe is the material, and beginning with this we start the science of costs; in short, a cost accounting system is nothing more or less than the history of the product as it goes through the different stages of manufacture to its completion as a finished product. It really starts with the purchase of the material and ends with the selling price, but this series will not treat on the latter, as it would be foreign to the subject.

After the knowledge of costs have been ascertained in the different departments, they are tabulated and a record is made on cost sheets and in book form, for convenience, the loose-leaf being

generally preferred. The cost sheets can be used for the book if desired, the bookkeeper using the forms suggested by the superintendent, which experience and study have shown him to be the best. It is a matter to be settled by him, and the kind used depends upon the existing conditions in the factory under consideration.

How to find the cost of labor is a problem many superintendents have yet to solve, and where week-workers are employed, it will be a problem that will never be solved accurately, and the factory that operates under this system has only a cost accounting system that is estimated. The only way in which a cost accounting system can be devised with any degree of accuracy is to have a cost sheet for each department and figure them separately. The same sheet will do for both piece workers and week workers. The average of the day workers is found by dividing the output by the wages of the employes, allowing ample margin. The sum is the average per pair. This is not as accurate as piece workers, but is as near an estimate as can be found. The labor cost sheets on the opposite page are self-explanatory.

(To be Continued.)

GABRALTER SHOE COMPANY

LABOR COST SHEET

Sample No.	Prs.	Sample No.	Prs.	Sample No.	Prs.	Sample No.	Prs.
CUTTING DEPT. No. 1.		FITTING DEPT. No. 2.		FITTING DEPT. No. 2.		FITTING DEPT. No. 2.	
Operations	Price	Operations	Price	Operations	Price	Operations	Price
Sort Leather	Forward .....	.....	Forward .....	.....	Forward .....	.....
Grade	Back Strap .....	.....	Close Button Fly .....	.....	Fold Nooses .....	.....
Give Out	Fancy Stitch .....	.....	Close Oxford Backs .....	.....	Fold Quarter Bottom .....	.....
Cut Vamp	Stitch Foxing .....	.....	Close and Wet Lining .....	.....	Fold Oxford Tongue .....	.....
Cut Quarter	Side Row .....	.....	Close Oxford Front Seam .....	.....	Fold Back Strap .....	.....
Cut Foxing	Stitch Cong. 1 side .....	.....	Extra .....	.....	Fold Buc. Fly or Quarter .....	.....
Cut Tip	Stitch Cong. 2 sides .....	.....	Stay Vamp .....	.....	Fold Backs of Vamps .....	.....
Cut Back Stay	Stitch Tong. Lin. or Bind .....	.....	Stay Quarter Oxford .....	.....	Fold Vamps .....	.....
Cut Front Stay	Paste, Fol. or Blu. Thr. .....	.....	Stay Quarter Fly .....	.....	Fold Foxings .....	.....
Cut Bottom Fly	Stitch Tongue .....	.....	Stay Foxing .....	.....	Fold Sides .....	.....
Cut Top Band	Center Vamps .....	.....	Cement Shanks .....	.....	Fold Tops .....	.....
Cut Lace Stay	Trim Vamps .....	.....	Paste Eyelet or Button Stay .....	.....	Fold Lining .....	.....
Etc., Etc.	Sew on Box Toes .....	.....	Cement Oxford Tongue .....	.....	Fold Stays .....	.....
Skive Vamp	Extra .....	.....	Cement Quarter .....	.....	Fold Shanks .....	.....
Skive Tip	Mark for Box Toes .....	.....	Extra .....	.....	Extra .....	.....
Skive Back Stay	Stitch Tips .....	.....	Cement Fly .....	.....	Tags .....	.....
Skive Quarter	Vamp Lining .....	.....	Cement Vamp .....	.....	But. Trim or Lacing .....	.....
Cut Vamp Lining	Binding Vamps .....	.....	Cement Back Stay .....	.....	Piece Fly .....	.....
Cut Trimmings	Mate Vamps .....	.....	Cement Lining .....	.....	Rub Down Linings .....	.....
Perforate Vamp	Perforate Vamp Row .....	.....	Cement Stays .....	.....	Nick Button Fly .....	.....
Perforate Tip	Perforate Foxing .....	.....	Cement Back of Vamp .....	.....	Trace Quarter .....	.....
Back Iron	Perforate Tips .....	.....	Cement Fox Beader .....	.....	Mark for Gore .....	.....
Seam Rub	Perforate Quarter .....	.....	Cement Fox .....	.....	Mark for Button or Hooking .....	.....
Assemble	Perforate Lace Row .....	.....	Cement Top .....	.....	Inspect .....	.....
Die Out Piece Stays	Close Side Seam .....	.....	Cement Sides .....	.....	Inking .....	.....
Die Out Hole Stays	Extra Front Seam .....	.....	Cement Sides .....	.....	Size Out .....	.....
Die Out Button Fly	Close Front Seam .....	.....	Extra .....	.....	Buttonhole or Eyelet .....	.....
Etc., Etc.	Close Oxford Quarter .....	.....	" .....	.....	Finishing .....	.....
.....	Close Foxing .....	.....	" .....	.....	Cording .....	.....
.....	Close Vamp .....	.....	" .....	.....	Extra .....	.....
.....	Close Quarter .....	.....	" .....	.....	Total .....	.....
.....	Extra .....	.....	Total .....	.....	

Cost Sheet shows forms reduced. They may be made large enough to cover all departments.

GABRALTER SHOE COMPANY

LABOR COST SHEET

Sample No.	Prs.	Sample No.	Prs.	Sample No.	Prs.	Sample No.	Prs.
FITTING DEPT. No. 2.		LASTING WEILT, TURN AND McKAY DEPT. No. 3.		WELTING DEPT. No. 4.		HEEL AND EDGE MAKING DEPT. No. 5.	
Operations	Price	Operations	Price	Operations	Price	Operations	Price
Forward	Forward	.....	Forward	.....	Forward	.....
Trimming	Tack Insole	.....	Trim Out	.....	Size Out	.....
Extra	Assmbler	.....	Tack Set	.....	Heeler	.....
Vamping	Puller	.....	Tack Inseamer	.....	Sec. Last	.....
Toe Seam	N. H. Laster	.....	Tack In	.....	Sluggier	.....
Sew on Buttons or Rings	W. H. or Toe Laster	.....	Tack Puller	.....	Lacer	.....
Top Stitch	Side Laster	.....	Trim Inseam	.....	Heel Trim	.....
Inseaming	Pounding	.....	Knock Tacks	.....	Breaster	.....
Barring	Sole Tacker	.....	Beat Welt	.....	Extra	.....
Barring Lining	Last Puller	.....	Cement Shanks	.....	Edge Trim	.....
Making	McKay Sewer	.....	Fill Bottoms	.....	Jointer	.....
Tape Oxford Backs	Turn In-seamer	.....	Cement Bottom	.....	Wet Edge	.....
Stitch Felt Insole	Sec. Last	.....	Cement Soles	.....	Black Edge	.....
Sew on Button Fly	Sec. Last	.....	Wet Soles	.....	Edge Setter	.....
Make Oxford Lining	Sec. Last	.....	Stocker	.....	Burn. Stitches	.....
Top Band	Extra	.....	Sole Layer	.....	Etc., Etc.	.....
Eyelet Stay	Fair Stitch	.....	Rounder	.....	"	.....
Labels	Sew Last	.....	Open Channels	.....	"	.....
Sew on Gore	Cement McKay Chan.	.....	Stitcher	.....	"	.....
Extra	McKay Seat Nail	.....	Rub Down Stitches	.....	"	.....
"	McKay Seat Trim	.....	Skive Soles	.....	"	.....
"	Sock Liner	.....	Cement Welt Channels	.....	"	.....
"	Extra	.....	Lay Channels	.....	"	.....
"	McKay Wheeler	.....	Leather Out	.....	"	.....
"	McKay Leveler	.....	Seat Nail	.....	"	.....
"	Finisher	.....	Heel Seat Rounder	.....	"	.....
"	Slip Lasts	.....	Separate Stitches	.....	"	.....
"	Etc., Etc.	.....	Ledge Wheel	.....	"	.....
"	"	Leveler	.....	"	.....
"	"	Rough Edges	.....	"	.....
"	"	Rub Down Shanks	.....	"	.....
"	"	Etc., Etc.	.....	"	.....
Total	Total	.....	Total	.....	Total	.....

GABRALTER SHOE COMPANY

LABOR COST SHEET

Sample No.	Prs.	Sample No.	Prs.	Sample No.	Prs.
FINISHING DEPT. No. 6.		TREEING AND PACKING DEPT. No. 7.		STOCK DEPT. No. 8.	
Operations	Price	Operations	Price	Operations	Price
Forward	Forward .....	.....	Forward .....	.....
Scour Breast	Treeling .....	.....	Cut Insole .....	.....
Scallop	Inspector .....	.....	Stamp Insole .....	.....
1st Heel Scour	Crease .....	.....	Channel .....	.....
2nd Heel Scour	Dresser .....	.....	Cement .....	.....
Sand Top Piece	Polish Tans .....	.....	Gem .....	.....
Dye Heel	Tip Band .....	.....	Trim .....	.....
Ink Heel	Cut Covers .....	.....	Case .....	.....
Burnish Heel	Clean White Shoes .....	.....	Shank Out .....	.....
Sand Bottom	Lace .....	.....	Stamp .....	.....
Buff Shank	Button .....	.....	Goodyear Half Double .....	.....
Stain Bottom	Polish .....	.....	Cement Outsole .....	.....
Stain Shank	Inspect .....	.....	Put Together .....	.....
Ink Shank	Lay Out .....	.....	Mold .....	.....
Ink Top Piece	Mark Carlon .....	.....	Trim Slip .....	.....
Dye Bottom	Pack .....	.....	Case Up .....	.....
Polish Bottom	Close Up .....	.....	Counter Making.	
Extra	Stencil Case .....	.....	
Burnish Top Piece	Nail Case .....	.....	
Burnish Shank	Charge Shoes .....	.....	
Striper	Ship .....	.....	
Brush Edge	Exc., Etc. ....	.....	Temper Stock .....	.....
Seat Wheeler	"	Cut Stock .....	.....
Pull Last	"	Grade .....	.....
Wheel Bottom	"	Skin .....	.....
Brush Heel	"	Temper .....	.....
Polisher	"	Put on Sizing .....	.....
Loose Nailer	"	Paraffine .....	.....
Stamper	"	Mold .....	.....
Back Liner	"	Sort .....	.....
Clean Dyers	"	Pack, etc. ....	.....
Rawl Wheel	"	Heel Making.	
Pull Asole	"		
Cut Shank	"		
Open Shank	"		
Exc., Etc.	"		
Total	Total .....	.....	Temper Stock .....	.....
				Cut Scrap .....	.....
				Skin .....	.....
				Roll .....	.....
				Cut Lifts .....	.....
				Paste .....	.....
				Stack Heels .....	.....
				Compress .....	.....
				Dry .....	.....
				Etc., Etc. ....	.....
				"
				Total .....	.....

A MIRROR DEVICE.

Referring to your article last week, describing the new "Air Check" device on the pulling-over machine, I wish to say that there is still another improvement which has never yet been printed in the trade papers, and which shows the constant trend for improvement by the machinery concern which puts out the system.

This new device takes the form of a little mirror, so placed on the frame of the pulling-over machine, operating McKay shoes, that the operator can watch the innersole to see if it slips from its proper position on the toe of last or not. This saves the motion on the part of the operator, who could formerly only tell if the innersole slipped by feeling up on to the bottom of the shoe as it lay on the rest.

In furtherance of the claim of the former writer, who said that this seven-tack, air check machine had been run for six days without making a cripple, I can say that I saw a machine of this type recently which had been running for five weeks without having torn an upper.

Of course, men may believe what they will, but I hold that many of these improvements were stimulated by the long series of articles run in the American Shoemaking and showing vividly what a tremendous cost was added to the shoe by the cripple proposition. These articles set not only shoe manufacturers, but machinery men as well to seriously studying these problems.

Undoubtedly a large corporation would be somewhat hesitant about admitting that they were stirred to improvement by the technical articles in the trade press. But I know that American Shoemaking started the investigation and kept up the series of articles persistently for about six months, and now, a year afterward, the machinery which eliminates the cost is put upon the market, or at least is furnished the manufacturer. One big concern whose cost man showed that the material and labor cost embodied in its cripple account for one year, totalled \$15,000 on a

thousand dozens per day output, has now cut this cripple cost in half and then some. I say success to American Shoemaking in its movement for better conditions and more accurate knowledge.

A METHOD OF HANDLING STYLES.

Getting Salesmen's Ideas in Tabulated Form for Analyzing.

An old established shoe firm, making stylish welt and McKay shoes for women, has a method of handling styles in footwear that possesses some unusual advantages. Well in advance of each season it sends to salesmen a list of questions asking about styles for the coming season. This time the list contained 80 questions. The questions were divided under the following heads:

- Edges.
- Leathers.
- Prices.
- Heels.
- Tips and Perforations.
- Lasts.
- Styles and Patterns.
- Criticism and Suggestions.

Under the head of Edges were asked such questions as: "What edges are best for close trimmed edges—square ten, beveled ten, booth or thin beveled?"

Under the head of Leathers were asked such questions as: "Are there any new leathers?" "Is dull kid popular?" "Is there much demand for cloth tops?" "Are tans strong?" "What cloth tops are good?"

Under the head of Prices such questions are asked as: "Give price to aim at in McKays." "Give price to aim at in welts." "Can we eliminate cheap McKays?" "Can we sell \$2.15 welts in place of \$2 welts?"

Under the head of Lasts, the question asked is: "Are No. 50, 51, 57, 58, 60, 70 and 80 lasts still popular? Suggestions for changes also are asked for.

And so on throughout all the heads, questions as to the details of the shoes are asked. At the end of the list of questions is a space for any criticisms and suggestions which the salesmen may

wish to make. The salesmen are expected to answer briefly each and every question in the list. Many of them are answered yes or no.

These lists of 80 questions are sent to ten salesmen representing the firm in different sections of the country. When the answers are sent in, they are tabulated and analyzed. The sales manager gains definite knowledge from his tabulations and his analysis of what styles, what leathers and what edges, heels, patterns, etc., his salesmen will be able to sell to best advantage the coming season.

It takes much mental work to get at these results. But once they are had, they are of much value. They show the firm what lasts to select, and what leathers to buy, and what supplies to secure for the coming season. The firm directs all its energies to the making of shoes that its salesmen can sell. By this advance planning in styles, it saves itself from costly experiments of making up shoes that are not wanted. It keeps its factory down to making shoes that will sell.

THE TIME RECORDING SYSTEM.

In a well systematized cutting room, the writer recently saw a little device which was without doubt extremely handy in carrying out the details of the system. This device consisted of a stamp, on the back of which was a watch, or small clock. The stamp was based upon the principle of the time recording clock. When the cutting room foreman gave out a job of work, he stamped on the slip the time when the job was issued by merely pressing the stamp down upon the card. With this little instrument at hand, errors in recording time were practically avoided, both in giving out the slip or in recording the time when the job was returned.

In handling a room with a large number of cutters, it is more or less of a task to write the exact time on the card, both at the giving out of the job and at its completion, and where one has so many entries to make, the possibility of error is vastly in-

creased. With this device, however, but one motion of the hand is necessary to stamp the time upon the slip, and if the clock is right, the time will be recorded, without partiality and without a chance for cheating.

This time stamp is not a new device, having been upon the market for some five years, but it will be new to many of our readers, nevertheless. It is one of those automatic devices which greatly facilitate the use of the system in a factory. And like the adding machine and the leather measuring machine, some stamp of this nature has come to remain in the large upper cutting rooms throughout the country.

A CLEAN-UP MAN.

An Enterprising Young Man Creates a New Position for Himself.

A young man who is pushing his way ahead in the shoe trade has created a new position for himself. It is that of clean-up man. He started with the firm in the factory, and after a while in practical shoemaking, he went on the road and sold shoes. It occurred to him, while he was on the road, that there were in the factory a number of lasts and patterns that were idle, and also, miscellaneous lots of leather, heels and shoe findings, laying in the store-room. He conceived the idea that there was a chance to turn this idle material into shoes, at a profit to his firm and to himself. So, in addition to his regular task of selling shoes, he is now keeping his eyes on the factory all the time, watching for chances to work into shoes odd lots of leather or supplies, or idle lasts and patterns. He frequently succeeds in doing so.

COMBINATION UPPERS.

When making cheap shoes, some manufacturers combine tan with black leather, and when the shoe is finished, the tanned part is blackened. It is poor practice,—bad taste, to say the least, to economize in this direction, as the tan leather part will not hold the black finish as well as the rest of the shoe. and customers will be dissatisfied after wearing the shoes a few weeks.

Manufacturing Costs.

Another Writer Explains His Method of Figuring Overhead Charges.

After making an estimate of what your expenses will be, you can arrive at what per cent is proper to add for manufacturing cost.

Don't make the mistake of figuring your cost of doing business on one basis and then in figuring the cost of your product using another basis.

I note in your issue of October 18th, in reply to an inquiry from a subscriber regarding figuring manufacturing expense, that Mr. Dow advises the figuring of this expense at so much per pair.

If a factory were making shoes all at approximately the same price, I could see no objection to this, but where a number of different priced shoes are made in the same factory, it would appear to me to be fairer to figure the manufacturing expense on a percentage basis. Instead of estimating the number of pairs you expect to make in a year, estimate the amount you expect to manufacture in dollars and cents. Then, after making an estimate of what your expenses will be, you can arrive at what per cent is proper to add for manufacturing cost in the estimated cost of each shoe.

Of course, this percentage must be figured on your selling price of the shoe. For instance, if a factory were turning out \$500,000 worth of shoes a year, and the estimated overhead expenses for the year amounted to \$30,000, the manufacturing expense being 6 per cent of the selling price of the shoes; then, a shoe which you received \$1.50 for should have 9 cents figured into the cost; a \$2.00 shoe 12 cents, etc.

I realize fully that the argument can be made that it takes just as much heat, rent, power, and a number of other expenses to make a \$1.50 shoe as it does a \$2.00 shoe; but, on the other hand, of course, it takes more interest, insurance, taxes, etc., to make the \$2.00 shoe. However, I

do not believe there is any way to arrive at the exact difference in manufacturing cost of the \$1.50 and \$2.00 shoe being made in the same factory; and I am inclined to favor the percentage method of figuring as much from the fact that the higher priced shoe can be sold at a better profit, or, in other words, can better afford to stand the higher price per pair for this expense than the cheaper shoe, as any other reason.

My argument in favor of a percentage basis of figuring is also carried out in all wholesale and retail stores. Every merchant realizes that a profit of 50 cents per pair on a \$1.50 shoe is a good profit, whereas a profit of 50 cents per pair on a \$5.00 shoe would be ruinous. Yet, the cheaper shoe often takes up considerably more room, costs possibly just as much in clerk hire to sell—at least takes just as much of the clerks' time—and in a number of other ways costs just as much to handle. Why, then, should a retail merchant figure that his higher priced shoes should carry more of the burden of expenses than the manufacturer does? Rather, I should say, why should the manufacturer figure that his cheap shoes should bear the same amount of manufacturing expense as his higher priced ones?

I never talk about figuring the per cent of doing business without wanting to warn the reader against the "pit falls" one is liable to fall into. Some time ago one of the local papers published a problem which ran something

like this: "A man paid \$1.00 for an article, it cost him 20 cents to handle it, and he wished to make 25 per cent profit; what did he have to sell it for?" Anyone familiar with the way wholesale houses figure would have no trouble whatever in solving this "problem," but it was amusing to see the varied answers sent in by readers of this paper; and it was surprising to see how very few could figure the correct answer. A retail friend of mine recently was telling me of an article for which he paid \$13.50 per dozen, and was selling for \$24.00 per dozen, and remarked that he made nearly 78 per cent profit on it, whereas his real profit (figured on the selling price, and not the cost price, as he had done) was a little over 43 per cent. Few merchants know what the goods they have sold during the day cost, but all of them know "how much they get for them," and yet any number will figure the percentage of doing business on what an article costs and not on what he got for it.

So don't make the mistake of figuring your cost of doing business on one basis and then in figuring the cost of your product using another basis.

Yours very truly,
"JACK WILMAN."

St. Louis, Mo.,
Oct. 24th, 1913.

PAINTING RUSSIA LEATHER SHOES.

For some time past, I have been noticing the method used to clean and dress Russia leather shoes in the treeing room. One leather concern at least has put a new Russia stock upon the market, which may be cleaned, washed, scoured, even clear into the grain, and then be quite readily repaired by the use of a paint sold by the same company for use upon its leather. This paint appears to be in the nature of the clay or earth paints, some forms of which have been used in the past as paint for the bottoms of shoes. Undoubtedly, of course, this paint has been combined chemically for the particular use of this kind

of upper leather. The work which it does, looks good on a certain grade of shoes. Having noticed the method of application for some time, I was much interested to note that still another treeing room foreman had varied from the ordinary in his method of application. He thinned this paint a little and then combined with it some of the polish with which Russia leather is usually polished. On spots which had been sanded quite deeply, so as to alter the color, he first spread a little of this paint and polish combined, over the light spot. When this had dried, he painted the shoe or the part entire, and when this coat in turn was dry, he polished it lightly on the polish roll.

There is, of course, considerable danger of rubbing off paint of this nature, if the work is held too hard against the polishing roll, if the polishing roll is of wrong material, or if the roll revolves too rapidly.

There is no doubt but that this combination of Russia leather paint is a good one. It is another output of the very ably conducted chemical laboratories which many of our large leather houses carry. It is extremely doubtful if the ordinary shoe manufacturer ever gives enough credit to the leather manufacturers for the immense amount of laboratory work and for the patient investigation by the high priced men which many leather manufacturers carry.

NAILING WELT SHOES.

The writer has seen welt shoes nailed all over the bottom. The writer has often wondered what was the advantage of such a peculiar method. What advantage is there in welting a genuine welt shoe and thereafter applying metal fastenings all around the bottom? Metal fastenings, to the number of two or three nails, are applied at the inside shank, and this may have started the manufacturer to thinking that if good for the shank part, the fastenings would be just as good for the remainder of the bottom.

FOR STIFFENING INNER-SOLES.

A New Process in Use in a New England Factory.

I saw something the other day which I believe will prove a wonderful means of making soft and raggy stock, really fit for Good-year innersoles. This was a patented process—devised by an experienced sole leather foreman, which combined the application of a chemical stiffening substance and a process of treatment after application.

Much remnant, left from cutting union and oak stock, is very soft and spongy, and it not firm enough to hold a channel fit for gemming. Such stock, although it may be in large pieces, is commonly used for nothing but heel stock, and is not fit for even that. Such stock when accumulated in the ordinary factory must be sold for a very low price to heel makers, while, if it could be stiffened up to hold the canvas of a gem innersole, it would be worth much more per pound.

And this is just what this foreman is actually doing. One shoe manufacturer sent him ten thousand pairs of innersoles recently, cut from just such stock, and he treated them, making them fit for use in the firm's cheaper grades of work.

First the innersoles are immersed in the liquid stiffener until the surface of the stock is filled, and then they are spread to temper.

When in just the right temper the innersoles are run through a heavy rolling machine which firms up and felts together the raggy fibres.

These innersoles may be wet up for channel cutting and turning.

Operators on the channeling job say that the treating of the stock makes their work easier, and that they tear less channels.

The welters in the same factory assured me that it was easier for them to welt shoes with the treated innersoles than it was where the innersoles were not treated. And, finally, men who

have worn shoes made in this way bore testimony that such inner-soles wore out the shoe. So viewed from any possible angle the proposition looks good to me.

And not only to me—for two very large shoe manufacturers are having quite a bit of such stock treated for use in their shoes, and others are only waiting their turn as soon as the inventor can get fitted up for business on a large scale.

The writer predicts that this process, or some modification of it, will save hundreds of thousands of dollars to the shoe manufacturing trade of New England in the future.

LEATHER LOUIS HEELS.

Makers of women's shoes now are using many "leather Louis" heels in place of real Louis heels of wood. These "leather Louis" heels are made of leatherboard, with a base, as well as a top lift, of real sole leather. On the base of some heels there are two layers of real sole leather. These base lifts extend beyond the breast of the heel and under the shank of the shoe, making the lip of the heel. They are glued to the shank, and are sometimes nailed. The operation must be neatly done, to make the joint smooth. The heels may be made in one or two decks. They are nailed to the shoes on the nailing machine in the usual fashion, except that the plates of the machines are re-set, in order that the nails will be driven into the heel, not through its sides. The lifts should be of good leatherboard, and firmly made, so that they will not check. The heel nail should be straight, and driven directly into the center of the heel, where there is no chance for it to stick out when the heels are cut down to make a slim neck or concave breast. The supply of these "leather Louis" heels is abundant, and they are low in price compared with prices of true Louis heels of wood. They look like real Louis heels, but close inspection shows that they are not quite such fine and aristocratic heels as are the real Louis heels.

Breezes From Auburn, Me.

(From Our Own Correspondent)

—Thanks for the courtesy. We simply wish to say, for the benefit of the Auburn boys, wherever located, (and there are many to whom the "Red Book" is no stranger) that you would not know the old town could you drop in on us tonight. Member when you went to church Sunday night, and it happened to be cloudy, how handy the old kerosene lantern was? Now, from the railroad, down Court street and over the North bridge up Main street to Hospital Square, down Lisbon street to Pine, at intervals of 100 feet, now stands a blazing row of arc lights. For the first time they shone in Auburn, Saturday, Dec. 13. Get your trip ticket and spend Christmas with us.

We are never so happy as when we have the opportunity to exploit the growing activities of our busy shoe city, and the industry and thrift of its artisans, its tidy, well kept homes, model, up-to-date factories, excellent schools and churches.

As an illustration of frugality, would say that today, Dec. 15, there is being disbursed by one of our banks, \$67,101.86, a so-called Christmas fund, the savings of our year. Quite a little bunch for the holiday.

—Monday and Tuesday, Thursday and Friday of each week, brings many representatives of the great Boston and New York leather and shoe findings houses to our gates, among the many we noted Col. F. H. Graves of Lynn, Mass., J. W. Cullen, A. M. Chase, Harry A. Buckley, of L. Beebe & Sons; Zenas Sears of Rousmanien-Williams Co., and our old friend of many years standing, R. H. Delano of W. A. Holbrook & Co.

—Word has reached Auburn of the death of Frank Corson in Berkeley, Cal., for many years a cutter for Ara Cushman & Co., well remembered by the older generation.

—Our leading Daily has been putting out cartoons and limericks of many leading citizens. We cite that of Dec. 12. The party is so well known in the leather district of Boston as a prominent and popular manufacturer, it may be appreciated:

"The astute individual who hies
"To Auburn when shoes he buys,
"Will be wise to inspect
"In a way circumspect,
"The footgear produced by John
Wise."

—On Dec. 10 another accident occurred in the construction of the Ashe, Noyes & Small factory, when Arthur Grenier, one of the subforemen, in crossing a plank covering an 18-foot pit, broke the same and fell to the frozen ground of the pit. He was badly bruised and shaken up, but no bones were broken.

—Geo. James, of the Cushman-Hollis Athletic Association, who is coaching the St. Mary's basketball team, says they are making rapid improvement.

—John A. Turner, aged 72, of Auburn, died Friday, Dec. 12, at the home of his nephew, L. A. Pray. Death was due to the result of a surgical operation last March. Mr. Turner had been a busy man of many affairs, at one time assistant adjutant general of Gov. G. C. Perkins of California, and editor of the Texas Stockman while in Texas, about twelve years ago. Mr. Turner returned to Maine, becoming active in politics. He became city marshal and also served a term as tax collector. At the time of his death he was foreman of the packing room for Howard, Briggs & Pray. He was a member of the Shrine, Lewiston Commandery, K. T., and Tranquil Lodge, F. and A. M.

CHARGE WRONG MEASURING.

Joseph Burkovich and Morris Burkovich, of the Burkovich Leather Co., 9 South street, Boston, have been summoned to court to answer a charge of wrong measuring of leather. Charles A. Murray, sealer of weights and measures of the city of Lynn, Mass., brings the charge. He alleges that he found wrongfully measured leather in the factory of Bartlett & Davis, 117 Market street, Lynn. The case is the first brought under the new Massachusetts laws relating to leather measuring.

WINSLOW BROS. & SMITH CO.

SHEEPSKINS AND CABRETTAS

TANNERIES: NORWOOD and PEABODY, MASS.

BOSTON NEW YORK CHICAGO ST. LOUIS
66 Lincoln Street 12-14 Spruce Street 159 West Lake Street 14th and Locust Streets

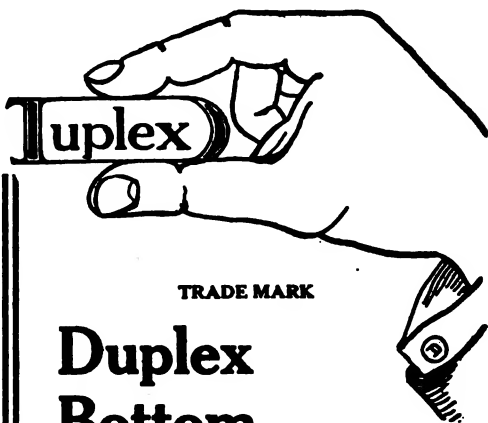
INVENTOR OF HEEL BUILDING MACHINES.

George B. Grover, of Lynn, Mass., makes a specialty of heel building machines. He got his first interest in heel building machines when he was employed in the heel making factory of J. B. Renton & Co., Lynn. Then, most of the work of making heels was done by hand, and such machines as were used were rather crude. Mr. Young knew that machines could be made to do many wonderful things, for he has seen, and had helped to build, some shoe machinery when he was in the factory of M. V. Bresnahan & Co., Lynn. He became an apprentice in this shop in 1889, which was the 21st year after his birth in Skowhegan, Me. This makes Mr. Grover 45 years old. But, to return to his heel building machines. While he was working as machinist in the heel shop of J. B. Renton & Co., Lynn, he became convinced that he could build a machine to make heels. And, being a good mechanic, of inventive mind, he did so. He produced the Grover heel building machine. Of these, more than 3,000 are now in use in this country and abroad. They have taken the place of many hand workers. Mr. Grover, having a good head for business, as well as a good head for mechanics, decided that there was profit to be made in selling his heel building machine, as well as in building it. So he became salesman for the W. J. Young Machine Co. of Lynn, makers of heel, counter and box toe machinery. He prospered with this concern, becoming a member of it, and its president.

Mr. Grover has improved a number of machines made by the Young Co. His latest and best achievement is probably the automatic heel lift and wedge cutting machine, a machine that dinks out lifts and wedges as automatically as a printing press prints a newspaper. Mr. Young has some valuable ideas in the storehouse of his mind, and he works on the most promising of them as often as his duties as salesman of the W. J. Young Co. will permit. So some further interesting and valuable improvements in heel building machinery are reasonably to be expected from him.

CANADIAN NOTE

—Harold T. Heath, formerly stitching room foreman for the Ashby-Crawford Co. of Brockton and Marlboro, Mass., is now foreman with the Regal Shoe Co. at their Toronto (Can.) branch, and has moved there, having rented a flat at No. 833 College street. His mother is visiting him at present, but resides in Brockton, Mass.



Duplex Bottom Polish

produces a brilliant polish, that will not dull down by keeping.

THE REASON is found in the fact that it is made of highest grade materials, under a formula that has been tried out under all sorts of conditions.

Duplex Bottom Polish

is warranted not to air slack or fade and will not fly from the brush.

Duplex No. 60 EDGE BLACKING is a two set blacking that is giving satisfaction where others have failed. If your edges are not looking well try **DUPLEX** —*Its bound to please.*

DUPLEX BLACKING CO.
15 Perkins Street
BROCKTON, MASS.

FOREIGN TRADE OPPORTUNITIES.

All communications regarding these opportunities should be addressed the number, care of Bureau of Foreign and Domestic Commerce, Washington, D. C.

No. 12213. Rubber Shoe and Heels.—A European business man, who states that he is in a position to furnish the best of references, informs an American consular officer that he desires to receive offers, carrying with them agency rights for the entire country, from American manufacturers of rubber shoes and heels. Correspondence should be in English.

No. 12216. Boots and Shoes.—A business man in Italy, who states that he will furnish the best references, informs an American consular officer that he is anxious to receive offers, carrying with them agency rights for all Italy, from American manufactures of boots and shoes of every description. Correspondence should be in English.

FORT DODGE SHOE NOTES.

—Mr. John Malloy, night watchman for the Green-Wheeler Shoe Co., was in Des Moines, Ind., at the Bee Keeper convention.

—Mr. John Nelson, the engineer of the Green-Wheeler Shoe Co., took Mr. Malloy's place while he was away.

—The salesmen of the Green Wheeler Shoe Co. have returned from their several territories with good results.

—Something which will be of interest to superintendents and foremen, is the new machine which was installed in the fitting room by Mr. E. N. Anchewas, foreman of the Green-Wheeler Shoe Co. This is a stitching machine which folds and tapes button flies without the use of cement, which will be a saving in cost.

THE MANUFACTURE OF WOODEN SHOES A RECOGNIZED INDUSTRY IN THE UNITED STATES.

In this country beech is a favorite material for wooden shoes, the manufacture of which has reached considerable proportions in the United States according to the department of agriculture, which has just issued a bulletin on the use of wood. These shoes, the department says, cost from 60 to 75 cents a pair and are good for two years. They are worn by those who have to work in cold or wet places, such as tanneries, breweries and livery stables, and by workmen in steel mills and glass factories who must walk on hot grates or floors. Farmers, too, are classed among the users.

The total yearly output of beech wood in the United States is approximately 500 million board feet.

Ashland Leather Co.
ASHLAND, KY.

**Scoured Oak
Sole Leather**

**Rough Belting Butts,
Bends, and Shoulders,
Backs, Bellies
and Heads.**

***Tanned From Packer
Hides, in Vats With
Oak Bark.***

GENERAL SALES OFFICE

**180 No. Franklin Street
CHICAGO**

BRANCHES

Boston—St. Louis—Rochester—Los Angeles

LYNCHBURG DOINGS.

—Mr. Erwin Rathburn, who was formerly foreman of the stitching room at the West End factory of the Craddock-Terry Co., has left for his wife's home in Marion, Ind., where he will take a much needed rest before resuming work in a shoe factory.

—Mr. Howard Hudson, one of the Goodyear stitchers at the West End factory of the Craddock-Terry Co., had what might have been a very serious accident last Sunday, while out driving with his wife. The shaft on the carriage fell down and the horse became frightened and started to run. Mr. Hudson and his wife were thrown out. Mrs. Hudson was not seriously injured, but shaken up badly. Mr. Hudson struck on his head and shoulder and it was thought he was hurt worse than he really was. He was able to go to work the next Wednesday.

—The West End factory of the Craddock-Terry Co. was pretty well cleaned up by Saturday, December 20, except the packing room, which finished up the first part of this week. They will have a week of loafing and start up on the 29th of this month for a good run.

—The Smith-Briscoe Shoe Co. closed their factory on Saturday, December 20th for a week. All the factories of the Craddock-Terry Co. were also shut down for Christmas week.

—Mr. Standish, of the United Shoe Machinery Co., on the cutting room end, was in town the past week.

—Mr. Nick Mathey, of the Wood Cement Co. of Boston, was in town recently.

—Mr. Brown, of the Hazel-Brown Co., was in town last week. Mr. Caskie, who handles his line of cement in Lynchburg, was with him on his visit to the factories of this town.

—Mr. Gooch, of the Worcester Counter Co., was in town on a business trip.

—On Tuesday morning, December 16, we had a very bad fire, which burned four of our large stores on Main street, at a loss of \$500,000.

PORTSMOUTH (N. H.) NOTES.

—Mr. O. R. Widder and Mr. R. M. Baker of Widder Bros. Shoe Co., are in New York this week on a business trip. Mr. Paul Widder, salesman, is to meet them there.

—One of the growing young concerns in the shoe trade is the Ports-

mouth Shoe Trimming Co. of this city. This concern started business four years ago in a hen coop at No. 14 Atkinson street, manufacturing tongues, button flies, quarters, linings, side stays. They also deal in shoe stock. They have just moved to new quarters in an ell of the Widder Bros. factory building, and are employing twelve people. Some of the largest shoe concerns in Maine and New Hampshire are their customers.

—The Morley button factory, whose well known shoe buttons are used in large numbers by the trade, is situated in this city, and are running to full capacity.

—The following representatives of the United Shoe Machinery Co. were in this city during last week: Mr. G. H. Allen of the findings department, Mr. E. Philbrick, metallic fastening; Mr. Henry Boynton, quality; Mr. H. Williams and E. E. Cadv setting up a rapid stitcher at the Widder Bros. factory.

—Mr. Sterling, representing the Thread Agency; G. F. Amadon of Seamans & Cobb Co.; R. B. Currier for W. H. Holbrook Co.; John T. Fitzpatrick, for Kent & Smith, and J. B. Goodwin for Irving L. Keith, were all here the past week hustling for orders; also W. H. Reeves of Averell & Thayer Co. of Brockton, Mass.

FARNSWORTH, HOYT & CO. SENDING OUT AN ATTRACTIVE SOUVENIR.

American Shoemaking is pleased to acknowledge the receipt from Alfred L. Denoyer, advertising manager for Farnsworth, Hoyt & Co., of an attractive Christmas gift in the shape of a combination ticket or card case and memorandum pad, made from seal leather. The book bears the imprint of the Farnsworth, Hoyt & Co. trademark on the inside, as well as the name of the recipient, the whole embossed in gold. The book is attractive, convenient and is highly prized.

—The Tappan Shoe Mfg. Co. of Coldwater, Mich., under date of December 5, changed the name of the concern to the Hoosier Shoe Co. The change of name does not indicate any change in the management or general business of the concern, who will continue to manufacture the same line of goods as heretofore.

Eureka Pink Folding Cement

Is sold F. O. B. your city—on a money back basis, because we have absolute confidence in its quality. 25 years experience back of every gallon.

THE BEST FOR OILY STOCK—GET A SAMPLE AT OUR EXPENSE.

EUREKA CEMENT CO.

NEWARK, N. J.

South Shore Supplies Co., 8 Commercial Wf., Brockton, Mass.
New England Agency

USMC

(TURN SHOE)

SMOOTHING IRONS

Type A



No. 1



No. 2



No. 3



No. 4



No. 5



No. 13



We manufacture this line of Smoothing Irons for Turn work.

"Type A" (furnished only with a wooden handle) is used only on close edges where a thin iron is required.

Styles 1-2-3-4-5 and 13 are furnished with a spiral wire handle affording a cool grip for the operator.

No. 1 is used mostly on shanks.

No. 2 is preferred by some workmen for all general use.

No. 3 has a wedge-shaped end and is particularly adapted for tips.

No. 4 is designed for counters and shanks of high heel shoes.

No. 5 can be used on all general work.

No. 13 for general use. This style is considered the best and is replacing other shapes.

Packed one dozen of a kind in a box.

United Shoe Machinery Co.

Sales Department

Boston, - Massachusetts

New Patents in the Trade.

What They Are About and the Claims Made for Them. Tabulated List of Patents Issued on Shoe Trade Devices.

PATENTS ISSUED.

Following is a list of the patents issued during the current week, further information concerning which may be had through the office of American Shoemaking.

Pleced Heel—No. 1,081,442, to Adolph Geiger.

Machine for Ironing Boots and Shoes—No. 1,081,907, to John S. Hansen.

Shoe Heel Protector—No. 1,081,412, to Frans S. Tucker and Fred M. Laxton.

Sole Laying Machine—No. 1,081,355, to Erastus E. Winkley.

Leather Rolling Machine—No. 1,081,479, to Henry W. Winter.

Shoe—No. 1,181,678, to Meyer Langerak.

Spring Heel for Boots and Shoes—No. 1,081,734, to Piroška Gaspar.

Method of Making Pull-on Devices for Boots and Shoes—No. 1,081,924, to Ernest C. Beaumont.

Sewing Machine—No. 1,081,390, to Fred N. La Chapelle.

Lasting Machine—No. 1,081,872, Edward Allin Stiggins.

Method of Making Boot and Shoe Pull-on Devices—No. 1,081,835, to Ernest C. Jacobs.

Heel Attaching Machine—No. 1,087,917, to Eliphalet A. Tripp.

Tack Driving Machine—No. 1,081,456, to Fred L. MacKenzie.

MACHINE FOR IRONING BOOTS AND SHOES.

No. 1,081,907.

Letters patent have been granted John S. Hansen on an invention which relates to machines for use in finishing boots and shoes, and particularly to machines for treating the uppers of boots and shoes. The upper of a boot or shoe gets more or less marred, wrinkled, and out of shape by reason of the frequent handling incidental to the several operations of making the shoe, and this is particularly so if the shoe is off the last during a considerable portion of the making operations. It is, therefore, the practice in finishing shoes to apply each shoe to an expandible tree which distends the shoe substantially to the shape of the last upon which it was made, and while the shoe is on the tree the upper is treated for effacing any wrinkles, marks, or lines which would detract from the appearance of the shoe and for smoothing the upper to restore the original finish of the leather and to cause the upper of the finished shoe to "stand up" and retain its shape. For this finishing shoes machines have some-

times been provided with tools which were heated and sometimes with tools which were not heated, and for convenience it is customary to speak of machines in which the tools are not heated as "treeing machines" and to refer to machines in which the tools are heated as ironing machines."

The present invention is herein shown as embodied in an ironing machine, although many features of the invention are applicable also to treeing machines.

The devices for treating the shoe are herein referred to as ironing devices or tools, the term "tool" be-

ing used in the claims to include heated devices adapted for use in ironing shoes as well as unheated devices used for treeing shoes.

A very important feature of the invention consists in improved mechanism for supporting and operating the tools employed for engaging shoes, said mechanism as herein shown comprising means for moving the tools toward and from operative position, and other means for moving the tools over a shoe while in operative position, the expressions "operative position" and "inoperative position" being used herein to designate operative and inoperative positions with reference to a shoe to be treated. Preferably the tools for treating one side of the shoe are mounted upon one support and the tools for treating the other side of the shoe are mounted upon another support, while actuating means is arranged for moving the two supports simultaneously for carrying the tools mounted upon them toward and from operative position. The movement of the tools toward and from operative position is preferably effected by moving the tools laterally with relation to the shoe, and as herein shown the supports are arranged to turn for swinging the tools laterally to-

Thousands of Dollars of Shoes Returned with Cracked or Peeled Tips

—That's the experience of manufacturers who have tried new methods of patent leather repairing. These manufacturers are now insisting on getting the old reliable—

MULLEN REPAIRERS

for all their work.

DON'T GET CAUGHT with experiments but stick to Mullen's Repairers and they will never stick you.

Our
Line
Includes

MULLEN'S

PATENT LEATHER REPAIRERS
RUSSET LEATHER REPAIRERS
OIL STAIN REMOVERS
CRAYON REPAIRERS

MULLEN BROTHERS

Pioneer Manufacturers of Leather Repairers

BROCKTON, MASS.

APEX SHOE COVERS PREVENT SOILED LININGS



Why scrape and rub after soiling—simply scattering the dirt—when prevention costs less than the attempted cure.

MEN'S, WOMEN'S AND BOYS' SIZES

SAMPLES FOR THE ASKING

J. K. KRIEG COMPANY

39 WARREN STREET - - NEW YORK

ward and from position to engage the shoe. If desired, the tools on one side only of the shoe may move toward or from operative position to permit the shoe to be placed in position to be treated and thereafter removed. The mechanism for moving the tools over the shoe is preferably arranged for reciprocating the supports together longitudinally of the shoe. As herein shown the sets of tools carried by each support are arranged in two groups, the upper group being adapted for treating the forepart of the shoe upper as the tools are reciprocated in operative relation to the shoe and the lower group for treating the rear-part, including the leg, of the shoe upper. The tools, of which there are a plurality in each group, are so shaped and disposed that together they may cover substantially the entire upper of a shoe.

LYNN AND THE NORTH SHORE.

—The United Shoe Machinery Co. is to have a new and larger office in Lynn next year. It will be erected by Miss Flora H. Breed, on the Breed estate, in Liberty Square, directly opposite the present office of the U. S. M. Co. in the Vamp Building. It will have 35,000 feet of floor space, which is 20,000 feet more floor space than the company now has at its office in the Vamp Building. The new and larger office is made necessary by the steady growth of the business of the Lynn office of the company. Plans for the new building now are being prepared, and the construction of it will be started early in the spring.

—Another change in stylish lasts for women's shoes is coming along in the Lynn shoe trade. The stub toe last is beginning to appear. It is a short, square toe last. It came from Paris. It follows after the custom, the recede, the baby doll and the high toe, which have come along in rapid succession.

—The differences between the cutters and Faunce & Spinney over prices for cutting second grade shoes have been adjusted, and the cutters have returned to work. It is understood that the Cutters' Union will grant to the firm the same price list which prevails in eight Lynn shops making shoes of a grade corresponding to Faunce & Spinney's second grade of shoes. This is a quarter

of a cent a pair less than the firm pays for cutting its first grade shoes.

—The Agoos Leather Co. has taken the Pevear factory at 146 Boston street, Lynn, and has fitted it up for the manufacture of 100 dozen kid skins daily. N. Algot Sahlin, formerly of Wilmington, is manager.

—Melanson Bros., makers of welt and McKay shoes for misses and children, Marshall's Wharf, Lynn, are to dissolve partnership by mutual consent. The business will be carried on as usual by Joseph I. Melanson, its founder and its senior partner. Joseph I. Melanson began business a dozen years ago as a partner of Frank J. Currier, in the firm of Melanson & Currier. George, Gilbert and Isiah Melanson, brothers of Joseph I. Melanson, will retire from the firm of Melanson Bros., and will engage in shoe manufacturing on their own account. They plan to fit up a factory for making misses' and children's shoes in the Realty Building at 676 Washington street, Lynn, where they will have the space that was formerly occupied by the Goller-Grover Shoe Co.

—It was 25 years ago this Christmas that the shoe manufacturing industry of Marblehead, Mass., a suburb of Lynn, was wiped out by fire. A considerable part of the business district of the town was burned, too. Of the score of shoe manufacturing firms that were burned out during the fire, not one remains in Marblehead today. But the town is making more shoes, and better shoes, and it has better factories, than ever before. It makes a specialty of turn shoes for misses and children, and its product exceeds in value of \$1,000,000 annually.

ELLIS CEMENT CO. ADD NEW LINE.

The Ellis Cement Co. of Malden, Mass., is now carrying a full line of cheese cloth and silkline wipers for shoe factory use. Arrangements have recently been completed for securing a large supply of these goods, which will be offered to the trade at attractive prices. The Ellis Cement Co. has been particularly successful in the introduction of special shoe cements, and the addition of the above line will, without doubt, be appreciated by many of the company's customers.

The Finest Pearl and Ivory **SHOE BUTTONS**

PULLING SEVENTY POUNDS

Manufactured by

LESSER BROTHERS

H. C. Salvator representative of
St. Louis Office 185 Victoria Bldg.

2008-2010 FIRST AVE. NEW YORK CITY
Tel. Harlem 3540

***You Will Have a Profitable and
Successful Season
If You Use***

B & R RUBBER SOLES

The stock in B & R Rubber Soles and Heels is tough and firm, and yet it won't crack or break away—it simply can't—real rubber prevents that. It sews like leather.

Toughness gives service, that is satisfaction.

Complete variety of shapes and styles makes it possible to fit perfectly any kind of a shoe. It is not necessary to trim half the sole away or go up a size, thus spoiling the looks of the shoe.

This means both economy and appearance.

A range of grades for all grades of shoes.

REMEMBER THIS: We have the capacity to deliver when you need them in the rush season. Added equipment gives us a daily capacity of 18,000 pairs.

B & R Rubber Heels and Soles

Equal Profit and Success if put on your shoes. Profit, because of greatest service; Success, because they do what you expect of them, and more.

Send for one of our latest catalogues.

The B & R Rubber

NORTH BROOKFIELD, : : MASS.

Brockton and South Shore.

Trade Notes, Personals, Etc.

—At the annual meeting of the Brockton Shoe Manufacturers' Association, held last Monday afternoon at the Commercial Club, the following officers were elected: President, John S. Kent, of the M. A. Packard Co.; Myron L. Keith, of the George E. Keith Co., vice-president; Frank S. Farnum of the Churchill & Alden Co., treasurer. T. John Evans was elected secretary and business agent for the eleventh consecutive term. The following were elected on the Board of Directors: Joseph Hewett, of the E. E. Taylor Co.; William A. Hogan, of the T. D. Barry Co.; Preston B. Keith, of the P. B. Keith Shoe Co.; Thomas E. McDermott, of the J. M. O'Donnell Co.; William M. Nute, of the Howard & Foster Co.; George H. Snow of the George H. Snow Co.; Herbert L. Tinkham, of the W. L. Douglas Shoe Co., and William P. Whitman of Whitman & Keith Co. Ex-Mayor Kent was elected president for a fourth term, and made a speech in addition to presiding and introducing the speakers. George E. Keith was the principal speaker, with special reference to the tariff on shoes, and the result it would have on the shoe business of the country, and of Brockton in particular. Frank S. Farnum was the other speaker, and made special reference to the condition of trade unionism, and what it had done to benefit the workers, and at the same time make better conditions for the manufacturers, the arbitration clause to which each party agrees, being the strong feature that has made conditions so mutually satisfactory. Guy D. Gold, immigration secretary of the local Y. M. C. A., gave a very interesting talk on our foreign-born people and their relation to industry. A large number of prominent shoe manufacturers were present.

—William A. Hogan of the T. D. Barry Co. of Brockton, states that the firm is planning to add another big wing to their Court street factory, and build an administration building in front of the present factory. This will mean the removal of the general offices from the Pleasant street factory, and make more room in that factory for an increase of business.

—The monthly meeting of the Old Colony Ad Men's Club, of which Frank L. Ershine of the W. L. Douglas Shoe Co. is president, was held at the South Station dining rooms, Boston, last Wednesday afternoon.

—James A. Farrell has taken a position as foreman of the dressing room at the Rockland factory

of the Rice & Hutchins Co. He was formerly identified with the Treers' Union of Brockton, and for several terms acted as business agent.

—John F. Foster, a prominent citizen of Avon, passed away last Saturday, at his home in that town, in his eighty-first year. He was a native of Maine, but had been here for about seventy years. For twenty-one years he was a shoe manufacturer under the name of John Foster & Son. Previous to that he was, for twenty-five years, superintendent of the Tucker factory in Avon. He leaves a widow, one son, a daughter and a brother.

—In the published list of the heavy tax payers of the city of Brockton, many men associated in the shoe manufacturing business, and its allied industries, are among the leaders: George E. Keith, with an individual tax of \$15,865, heads the list, his taxing being \$21.00 more than that of ex-Governor W. L. Douglas, who was the heaviest tax payer last year. Other individual tax payers are Oscar C. Davis, \$1,831; Daniel W. Field, \$4,043.46; Fred F. Field, \$3,722.37; F. W. Filoon, \$960.79; Charles Howard, \$2,444.40; Eldon B. Keith, \$2,443.06; Harold C. Keith, \$1,308.60; Myron L. Keith, \$2,875.22; Preston B. Keith, \$3,851.24; John S. Kent, \$1,682; E. M. Low, \$931.76; William Rapp, \$753.42; Bion F. Reynolds, \$1,024.51; Charles F. Richmond, \$527; Francis E. Shaw, \$2,055.51; Herbert L. Tinkham, \$555.89; William P. Whitman, \$1,063.55, and Ellery C. Wright, \$1,167.17.

Firms or corporations in the shoe industry are as follows: Brockton Factory Association, \$2,389.33; Brockton Last Co., \$3,889.29;



SHANKS of every style and kind. We make a special turn shank, generally adopted by turn shoe manufacturers.
GEORGE W. INGALLS, Lynn, Mass.

Adams Cutting Dies.



Guaranteed to Cut straight
Fit Patterns Perfectly
and Stand Up Better than
any Dies made.

Successor to A. M. HOWE
(Established 1857)

John J. Adams Worcester, Mass.

A Russet Polish That Polishes

but does not discolor or change the shade of your finish,—a polish that works quickly and works right.

S Hauthaway's Russet Polish

You are missing something in the finish of your shoes if you are not using it.

C. L. Hauthaway & Sons

(INCORPORATED)

346 Congress Street, Boston, Mass.

Brockton Rand Co., \$1,260; Hub Gore Co., \$1,192.42; Howard & Foster Co., \$3,242.40; Laird-Prior Co., \$789.60; J. M. O'Donnell Co., \$833.70; F. M. Shaw & Son, \$2,787.74; Woodard & Wright Co., \$527.10; United Shoe Machinery Co., \$810.60; T. D. Barry Co., \$2,764.69; Brockton Co-operative Boot and Shoe Co., \$774.84; Brockton Heel Co., \$2,092.68; Brockton Welt-ing Co., \$536.22; Churchill & Alden Co., \$2,957.22; Diamond Shoe Co., \$572.25; W. L. Douglas Shoe Co., \$16,411.08; Charles A. Eaton Co., \$651.74; F. F. Field Co., \$1,036.98; V. & F. W. Filoon Co., \$713.44; Hid-It Leather Co., 1,302.03; Geo. E. Keith Co., 11,938.56; Preston B. Keith Shoe Co., \$1,522.38; Kelley-Evans Co., \$541.49; Mawhinney Last Co., \$804.55; M. A. Packard Co., \$2,452.42; Geo. H. Snow Co., \$1,739.51; Stacy-Adams Co., \$955.54; Whitman & Keith Co., \$840.15.

—Preston B. Keith, head of the P. B. Keith Shoe Co. of Brockton, was thrown to the platform of the Campello station when alighting from a train Tuesday evening, Dec. 16, severely injuring his left shoulder. He thought the train had come to a full stop, and as the station was dark, he misjudged his step, causing him to be thrown.

—The Sears-Roebuck Co. are planning to make a line of women's shoes in their Holbrook factory. In their mail order business in Chicago, they are doing a business of about \$90,000,000.

—At the last meeting of the Brockton Association of Superintendents and Foremen, held last Friday evening, the following nominations were made: President, W. Elliott Ford; first vice-president; Edward Turner; William H. Cody, second vice-president; L. T. Remick; secretary, Joseph Sullivan; treasurer, Edward L. Chandler. The election will be at the next meeting of the association.

—Shoe shipments from Brockton last week amounted to 10,768 cases, forwarded from shipping points as follows: Brockton Centre, 2691 cases; North End, 5476 cases; South End, 2601 cases. It will be seen that the North End shipments amount to more than both other sections. This can be accounted for by the fact that the W. L. Douglas Shoe Co. are getting ready to close their run, and are hurrying orders through. One day last week they shipped from the North End point 1,000 cases. The total number of cases shipped to date from Brockton amounts to 689,552, which is 20,375 cases more than for the same number of weeks last year.

—Forrest Rogers, superintendent of the Binghamton (N. Y.) factory of Dunn & McCarthy, was in Boston this week. He returned home for the holidays.

REGARDING CELLULOID COUNTERS.

American Shoemaking,
Boston, Mass.,

Gentlemen:

In your issue of Dec. 20, 1913, on page 585, we note an item which states that "A new issue has been raised by the lasters in the employ of Williams & Clark, Lynn, Mass. They decline to work on celluloid counters that are soaked in wood alcohol to soften them before they are lasted into the shoes."

We would say that soaking celluloid or Pyralin counters in wood alcohol is entirely unnecessary to soften, and we think that the item referred to box toes where the celluloid is softened and moulded into place during the process of shoe-making. The celluloid counter is already moulded and required absolutely no attention of this kind.

We wish you would give this item the same publicity which you gave the trade note on page 585, for, as manufacturers of Pyralin or celluloid counters, we do not wish a misunderstanding as to their use to be published.

Very truly yours,

—Wm. H. Edwards, for many years with the A. C. Lawrence Leather Co., has accepted a position of manager of the Boston office of Traugott-Smith Co. of Detroit.

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